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# *The* NATIONAL WOOL GROWER



Volume XXII Number 9

SEPTEMBER, 1932

## Report of the National Ram Sale



## The National Wool Marketing Corporation News-Bulletin



## The North Dakota Lamb Feeding Contract

Official Organ of the  
NATIONAL WOOL GROWERS  
ASSOCIATION  
Salt Lake City, Utah

Official Organ of the  
NATIONAL WOOL MARKETING  
CORPORATION  
Boston, Mass.

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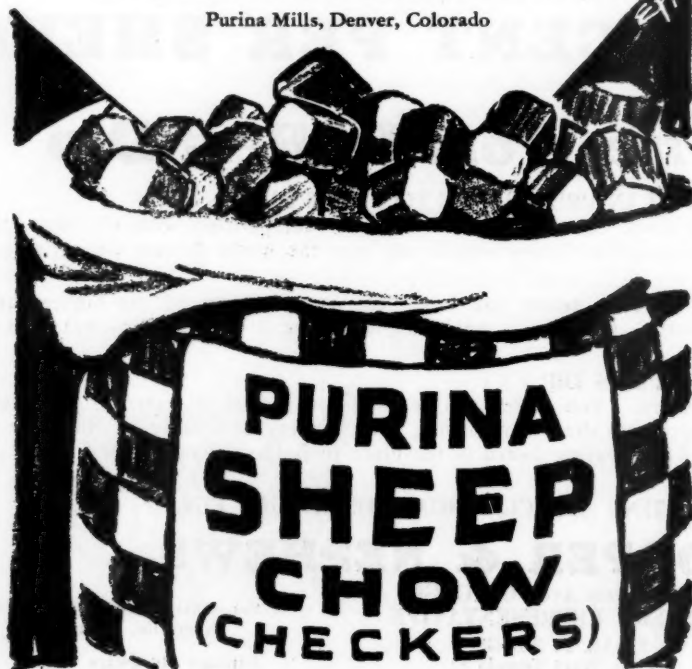
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# The NATIONAL WOOL GROWER

Official Organ of the  
NATIONAL WOOL GROWERS ASSOCIATION  
and the  
NATIONAL WOOL MARKETING CORPORATION

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# What is a Lamb WORTH?

A LAMB ought to be worth whatever it cost to produce and feed and ship to market plus whatever costs accrue there. In the same way a lamb carcass ought to be worth the cost of the live lamb (minus the by-product credits) plus killing and dressing costs, transportation charges and selling expenses.

But unfortunately for livestock growers and packers, the value of a lamb is not determined by its cost and the cost of the service involved in making it available for the consumer. The value of any perishable product—and a lamb is perishable whether alive or in carcass form—is determined by what the consumer is able and willing to pay.

As the marketing agent of the livestock producer, it is the packer's obligation to get the best price that he can for the lamb carcass and the by-products, and to keep his operating and selling costs as low as is possible.

Obviously bids for live lambs must be guided by a definite knowledge of what lamb carcasses are worth at the moment and judgment as to what they will be worth a week later when they reach the market as dressed lamb.

A lamb is worth what the consumer will pay for it.

*T. H. Lee*  
President

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# Editorial Comment on Sheep and Wool Affairs

The long predicted rise in wool prices has come. Prospects for further advance are so strong that dealers are scurrying over the West for unsold clips and making offers that appear to be based more on later expectations of still higher markets than upon current Boston quotations.

## *The New Wool Prices*

Growers who consigned their clips will benefit by the rise with the exception of the ones who consigned to speculative concerns and were sold out at the old low prices. The National Wool Marketing Corporation, the growers' own concern, has acted most wisely. It has been the chief factor in marking up prices. Now with the upward trend established in wool prices, the Corporation can give the growers returns even better than it accomplished during the long decline when its courageous and efficient work avoided an earlier and more severe drop that inevitably would have occurred under the old marketing methods.

The Corporation presents in its own section of this issue of the Wool Grower, its plan of making earlier settlements while giving every member his share in market advances during the distribution of each year's clip to the mills.

Lamb market reports continued in their old sad vein during August and early September. This is more discouraging and disconcerting in view of the diminished supply. Hog prices remain very low in the face of smaller receipts, while cattle, with the greatest reduction in market runs, maintain good top and average prices.

## *Lamb Prices*

Some interesting figures upon supplies and prices in the last two years are printed with the reports in this issue from the lamb markets. The August receipts of lambs at the seven largest markets were 7 per cent less than in that month of 1931. There is an 8 per cent falling off in the receipts for the last four months since May 1, which covers the marketing of this year's crop.

The per cent rate of slaughter from 1932 lambs is considerably less than in 1931.

It must be recognized that the buying capacity of the general public still is at a low point. Also the

low prices have accomplished a much greater readiness to buy meat, and appreciation of its value and economy in balancing the family budget.

A critical situation in the number and age of ewes in range breeding flocks is in evidence. Outside of Texas, ewe lambs have been marketed very heavily since 1929.

## *A Shortage Of Ewes*

This was necessary to secure income under the very low prices, and except in Texas, also caused by short supplies of feed on the range.

The heavy losses of last winter, and the large proportion of over aged stuff still in the bands already precludes a normal lamb crop in 1933. The small holding of last year's ewe lambs makes it impossible to do the necessary filling in this fall. Some sections that must buy their stock ewes have been unable to take on either yearlings or ewe lambs for two years and the areas that produce the class of stuff needed have light lambings this year and have shipped an unusually large proportion fit for slaughter.

No certain statement can yet be made as to what will happen in the holding back of 1932 ewe lambs for breeding use. The situation is in the hands of the

## *Holding Ewe Lambs*

banks and loaning companies. If decision is made solely on the basis of present conditions and prices, the ewe lambs will be marketed and many outfits will have too few ewes with which to work out and pay off their debts in the coming years.

Things already have gone sufficiently far to effect price improvement through lowered supplies. The shortage in this year's crop is sure to be felt more strikingly in the late fall and winter markets, and next year's supply still must be low.

Confidence in future lamb prices gives the sheep banker his only way of securing repayment of loans. Lack of such vision and confidence would mean present liquidation and unnecessary loss to bank depositors, to sheep owners, and to their communities—in short, the demoralization of a principal and basic industry of the western states. We refuse to believe that those who finance our industry will follow such a policy.

## The New Agricultural Credit Corporations

The Reconstruction Finance Corporation at Washington made announcements on September 14, naming the directors and managers of the regional agricultural credit corporations to be operated in the western states.

NO announcement of the date when operation of the new agricultural credit corporations will begin has yet been made from Washington on September 12, though such had been hourly expected for some time.

The Steiwer-Carey amendment to the relief act which became law on July 21, provided for capitalization and operation by the Reconstruction Finance Corporation of regional agricultural credit corporations in any or all of the federal land bank district.

The R. F. C. called representatives of livestock raisers, feeders, and bankers into conference at Washington on August 12, and it was announced that the officers of the new loan concerns and methods of operation would be decided upon promptly and business started.

The delay is already most serious. Some stockmen had used sale proceeds to pay off loans obtained last spring through the R. F. C. Some of the companies then discounting livestock paper with the R. F. C. are now inactive or waiting for the opening of the new credit corporations. Ordinary banks are unable or unwilling to make new loans. The result is that some sound and well managed livestock concerns are without any financial service for the operations now necessary for producing next year's crop of wool and lambs.

The executive committee of the National Wool Growers Association sent a telegram to the R. F. C. on August 29, urging the need of early

action and other organizations have done the same. The needs of the situation are doubtless appreciated at Washington and it can be expected that the regrettable delay in completing preparations will mean really prompt and adequate service when business is begun.

The appointment of Mr. Ford Hovey of Omaha to direct the organization of the regional agricultural credit corporations was announced by the R. F. C. on August 26. Mr. Hovey is well qualified for the business of financing agriculture and livestock. With bank experience in Pocatello and at the Denver stock yards, he has in recent years been president of the Stock Yards National Bank in Omaha.

## Commission Rates

THE June issue of the National Wool Grower carried an analysis of the decision of the Secretary of Agriculture, dated May 18, on reasonable commission rates to apply at Kansas City.

Following the Secretary's order, or on May 26, the commission firms at that market filed a petition asking that the order be withdrawn and a reinvestigation be made of the economic changes that have taken place since 1929, the time at which the studies of the commission firms' costs were made and upon which the Secretary's ruling was based. This petition was granted and a rehearing of the case set to open on October 6 of this year.

The Secretary's May 19 order called for reductions in sheep rates from \$20 to \$17 on double decks, and from \$14 to \$12 on singles. When their petition for a rehearing was granted, the old-line houses, with the approval of the Secretary, set up the following schedule to be in effect until the results of the reinvestigation are announced:

For the first 120 head in each car, 10 cents per head; for each additional head over 120 head to 160 head, inclusive, in each car, 5 cents per head additional; for every additional head over 160 head in each car, 4 cents per head.

## SHEEPMEN'S CALENDAR

### SHOWS AND SALES

Pocatello Range Ram Sale, Pocatello, Idaho—October 15, 1932.  
Junior Live Stock and Baby Beef Show, South San Francisco—November 14-16.  
The International Live Stock Exposition, Chicago—November 26-December 3.

### CONVENTIONS

California Wool Growers, San Francisco—November 17-18.  
American National Livestock Assn., Ogden, Utah—January 12-14, 1933.

Figured on the basis of 250 head of sheep to each car, the rate would be \$17.60 per car; on 300 head, \$19.60.

The Producers' Commission Association and the Farmers' Union at Kansas City accepted the rates ordered by the Secretary on May 19 (\$17 and \$12) and have made their charges on that basis since June 18.

At Chicago the readjustment of commission rates is now up to the long road of formal procedure. Early in the summer the livestock exchange asked for an informal conference with the Packers and Stockyards Administration. After many delays such a conference finally came to pass, opening on August 29 and closing at the end of three days' discussion, with nothing accomplished in the way of rate adjustments. Announcement has not yet been made by the Packers and Stockyards Administration as to the date of the hearing, but assurance is given "that every effort will be made so far as available funds and personnel will permit, to hasten the holding of this hearing."

The Producers Livestock Commission Association at St. Louis put into effect on June 13, with the approval of the Secretary of Agriculture, rates that amount to a reduction of as much as 20 per cent on some shipments. This action was prompted by the recognition of the low prices received by stockmen for their products. It is also stated that this cut will not affect the annual refund made by the Producers Association to its patrons.



## U. S. Tariff vs. Free Trade

**A**N intelligent reader of the Wool Grower from Woodland, California, Mr. F. W. Stephens, writes advocating free trade for the United States as a cure for the present trade ills. He says:

I may be prolific in talk and scant in honest thinking, but I can not help taking exception to your editorial on "Truth in Tariffs" on page 5 in your February issue.

My honest thinking is that this nation has more than enough land to support the population of this nation and that certain European nations have a larger population than can be supported from their lands. If the population of these European nations earns a wage, they will buy foodstuffs and raw materials from whichever nation will trade with them; and if this nation would trade with them, it would mean more purchasers for foodstuffs and raw materials and more sellers to the producers of these things.

The theory of free trade is truly an attractive collegiate and academic dream. However, stern facts and practices must furnish the premises on which such a structure can be built. Standard of living, which in turn is based on the wage scale, must ever be the governing factor in this country. If such standards and wages were similar in all countries, then free trade or tariff for revenue only might be practical or even desirable.

During the past quarter century and for at least a century to come, our total exports and imports have not been and will not equal 10 per cent of our domestic trade. If the proposition is to reverse these figures, and buy where markets are cheapest, labor lowest and living conditions unthinkable from the American viewpoint, what is to become of our domestic farmer and industrialist who cannot or will not meet the necessary competitive conditions? With a tariff we can more or less retain our present standards; with free trade we must go to the foreign level. We may possibly still trade, but on what level, American or foreign?

Again says our friend from California:

I am an advocate of "Let supply and demand create the price," always trying to stimulate demand; and I think that the tariff materially interferes with this law. Instead of agricultural and manufacturing industries standing on their own feet and working out their own problems, the tariffs have caused them to run to the government with all their ills.

The protective tariff, it is true, modifies the law of "supply and demand." It does not annul the law, but directs its operation into desired channels. In America, by creating a well paid class of citizens whose demands were insatiable, the entire world was called upon for its products and innumerable factories were built at home in order to furnish the necessary supplies for the demands thus created. This process not only benefited America but the entire world and had a tendency to likewise raise the world's standards.

Our critic is a wool grower. Let us apply this theory to his own product. The world's supply of wool just about balances its needs. The Australian grower of wool is today receiving less than six cents per pound gold for a product competitive with that raised in California, for which the domestic grower nets 15 cents per pound or 150 per cent more. By what process of reasoning can he arrive at the conclusion that the supply and demand of wool is more or less by reason of the tariff, except that without the tariff no wool whatever could be raised in California?

Foreign loans, both government and private; war, mass production by machinery which has displaced labor by human hands to a great extent; and possibly too small a supply of metallic money on which to base our currency and credit—may all play a large part in the present deplorable state of American business, but no responsibility for these conditions can be laid at the door of the protective tariff. Without it, and with foreign exchanges at their present levels, our national plight would be much sadder than it is.

F. J. HAGENBARTH

## Meeting of the Executive Committee

**T**HE regular mid-year meeting of the Executive Committee was held on the evening of August 29, at Salt Lake City.

Regular members present representing state associations were: J. G. Brown (Colorado), Sid Smith (Idaho), W. A. Holt (Oregon), E. S. Mayer (Texas), W. D. Candland (Utah), J. B. Wilson (Wyoming), and the President and Secretary.

Chief attention was given to association finances, the coming sixty-eighth convention, and livestock credits and markets.

The report of association finances for eight months of 1932 showed a deficit. Partial payments on 1932 quotas had been received from Texas, California, Idaho, and Arizona. Colorado, Wyoming, and Oregon representatives reported that their associations would make payments later in the year. The association report showed this year's expenditures to be the lowest for many years, and to include 15 per cent cuts in office salaries.

Some members of the committee favored holding the next convention in Salt Lake City and postponing, until better conditions come, the meeting in Portland for which the committee voted at its last meeting. Letters were on hand from the Portland Chamber of Commerce urging the visit to Portland as originally planned. It was agreed that the Portland officials should be advised as to the poor prospects for convention attendance this winter and to be asked to choose between having the next, or a later convention held in that city. (Their reply had not been received when the Wool Grower forms went on the press.)

A telegram from the committee was sent to President Hoover and to Messrs. Pomerene and McCarthy of the Reconstruction Finance Corporation urging haste in the setting up of the regional agricultural credit corporations in western states as provided by the Steiwer-Carey

amendment to the relief act, and setting forth the critical condition of livestock finances which could be relieved by the proposed loaning institutions without departure from sound business practice.

The committee voted to instruct the association officers to work for the restoration of the 'change of ownership' rule at all principal live stock markets.

## Stock Yard Charges

**N**OTHING in the way of accomplishment can be reported so far, as a result of the efforts of the stockmen's organizations to secure relief from the present yardage charges at the livestock markets.

The letter sent out on August 1 (discussed page 6, August Wool Grower) by the National Wool Growers and American National Livestock associations, with other affiliated and closely interested organizations subscribing, which specifically asked for a voluntary reduction of 25 per cent in yardage charges, did not return much of a harvest.

The stock yards companies at Chicago, Omaha and Kansas City have made no reply.

The answers received from the other companies all carried the same refusal; namely, that although the serious situation in the livestock industry was recognized, it was impossible to make a reduction in yardage charges at this time.

When the Denver firm secured an injunction against the Secretary of Agriculture's order prescribing a rate of 6½ cents per head of sheep, they set up on August 22 to run until December 31, of this year, the old rate of 8 cents per head, but placed a limit of \$20 as the maximum charge per double deck car. This limitation, they claim, will be of material benefit to shippers, as, according to their statements, the average loading of lambs received at Denver in 1931 was 300 head per car and Idaho and California shipments at that market average approximately 280 head per car. On cars of the latter size, the reduction in the charge to shippers would

amount to \$2.40 per car, or slightly under one cent per head.

The charges at the Ogden and Salt Lake yards have always been and still are 5 cents per head instead of the 8-cent rate in effect at the other markets. Only about 10 per cent of the sheep received at these two yards pay yardage as the bulk of the stuff handled is on through billing. Both yards recently have made a further reduction in the hay price, bringing it down to \$26 a ton. All of the shipments stopped at these two points receive the benefit of the lowered charge for hay, but comparatively few would be affected by a lower yardage charge.

The reasons given for not granting the request of the stockmen's organizations for lower yardage charges, as taken from the letters of the stockyards companies at Wichita, St. Paul, St. Joseph, Portland, Ft. Worth, San Francisco, Los Angeles, Denver, Salt Lake and Ogden, may be stated as follows:

- (1) Fixed costs of stockyard companies, such as light, power, taxes, and interest, have not been lowered.
- (2) Sales of feed, upon which great dependence for revenue is placed, have declined, in spite of price reductions.
- (3) Hauling in stock to the markets by truck, which has increased to such an extent, has meant additional expense.
- (4) In some instances there have been decreased receipts of direct shipments.
- (5) Yardage and service costs have never been on a high basis when compared with other utility charges; no increases were made in these charges during the period of high prices.
- (6) Livestock shippers are more interested in reduced feed charges than in a reduction in yardage rates, and such reductions have been made and offset by wage cuts of employees in some cases.
- (7) A 25 per cent reduction in yardage "would mean little to the producer but

would be disastrous to the company, resulting in curtailment of service which would meet with protest from those who use our facilities."

(8) Net revenues have declined materially, and dividends passed up by some firms.

Discussion of all these items would run into much space. Probably no one appreciates better than the stockmen just how rigidly set present costs, such as light, power, taxes, and interest remain, and to these he must add also many others, from which relief seems impossible. Reduced purchases of hay, it is stated, are due largely to the fact that those who haul their stock to market in trucks do not find it necessary to give them much, if anything in the way of a fill before they are sold. It is also pointed out that this increased truck-hauling has greatly added to the expenses of the stockyards firms. While recognizing this problem of the stockyards people, it is difficult for the western stockmen to understand why they should suffer its consequences.

The most interesting of all the reasons, however, is the last one: that net revenues have been reduced materially and dividends have had to be passed. To stockmen who have so long spoken in terms of net losses, the fact that net revenues have been merely reduced and not wiped out entirely seems to call for congratulations rather than sympathy.

## Further Reductions in Pasture Charges

**A** STRAIGHT rate of two cents per head per day for grazing at the feeding stations operated at Montgomery and Rochelle, Illinois, and also at West Chicago, was put into effect on August 21, according to word received from J. E. Erickson, manager of the Montgomery yards, and Marshall Bros., operators of the West Chicago yards.

This is a reduction from the rate of three cents per head for the first two days and two cents a day thereafter that has applied at all of the feeding stations this season.

## What the Parties Say

UNDER the above heading, we printed in the July issue of the Wool Grower the Democratic and Republican party platform statements in regard to agriculture and the tariff, also Governor Roosevelt's statements on the same topics as contained in his speech of acceptance of the nomination for the Presidency.

President Hoover's speech of acceptance was made last month. We print herewith, and without comment, his statements regarding agriculture and the protective tariff:

### President Hoover on Agriculture

It was in accordance with these principles that we have strengthened the capital of the federal land banks—that, on the one hand, confidence in their securities should not be impaired, and, on the other, that farmers indebted to them should not be unduly deprived of their homes. The Farm Board by emergency loans to the farmers' cooperatives served to stem panics in agricultural prices and saved hundreds of thousands of farmers and their creditors from bankruptcy. We have created agencies to prevent bankruptcy and failure of their cooperative organizations and we are erecting new instrumentalities to give credit facilities for livestock growers and the orderly marketing of farm products. \* \* \*

With the collapse in world prices and depreciated currencies the farmer was never so dependent upon his tariff protection for recovery as he is at the present time. We shall hold to that. We have enacted many measures of emergency relief to agriculture. They are having effect. I shall keep them functioning until the strain is passed. The original purpose of the Farm Board was to strengthen the efforts of the farmer to establish his own farmer owned, farmer controlled marketing agencies. It has greatly succeeded in this purpose, even in these times of adversity. The departure of the Farm Board from its original purpose by making loans to farmers' cooperatives to preserve prices from panic served the emergency, but such action in normal times is absolutely destructive to the farmers' interests.

We still have vast problems to solve in agriculture. No power on earth can restore prices except by restoration of general recovery and markets. Every measure we have taken looking to general recovery is of benefit to the farmer. There is no relief to the farmer by extending government bureaucracy to control his production and thus curtail his liberties, nor by subsidies that bring only more bureaucracy and ultimate collapse. I shall oppose them.

The most practicable relief to the farmer today, aside from general economic recovery, is a definite program of readjustment and coordination of national, state and local taxation which will relieve real property, especially the farms, from unfair burdens of taxation which the current readjustment in values has brought about. To that purpose I propose to devote myself.

### The Tariff

I am squarely for a protective tariff. I am against the proposal of "a competitive tariff for revenue" as advocated by our opponents. That would place our farmers and our workers in competition with peasant and sweated labor products.

I am against their proposals to destroy the usefulness of the bipartisan tariff commission, the establishment of whose effective powers we secured during this administration 25 years after it was first advocated by President Theodore Roosevelt. That instrumentality enables us to correct any injustice and to readjust the rates of duty to shifting economic change, without constant tinkering and orgies of logrolling in Congress. If our opponents will descend from vague generalizations to any particular schedule, if it be higher than necessary to protect our people or insufficient for their protection, it can be remedied by this bipartisan commission.

## Utah's Lamb Week

THE week beginning September 12 is Lamb Week in Utah.

This is the third time the Utah Wool Growers Association has sponsored a week for "Eat More Lamb." Each time the interest and activity of packers and retailers become greater and the response of the public more gratifying.

The move is strongly supported by the Live Stock Committee of the Salt Lake Chamber of Commerce, of which committee, the chairman is W. S. Nielsen, local manager for the Cudahy Company, and by similar interests in Ogden, Logan, and towns in southern Utah.

Andrew Miller, manager of the American Packing and Provision Company at Ogden, gave a lamb steak dinner on September 8, for 59 wholesale and retail butchers. Unusual enthusiasm was shown. The innovations planned for Ogden include giving of tickets with lamb purchases during the week for

drawing for prizes in the form of whole, half, and quarter carcasses of lamb. The local broadcasting station is supporting the work and conducting the drawing for prizes.

Sewell's United Stores carried a large advertisement in the Salt Lake Tribune of Sunday, September 10, which included this statement:

Sewell's United Stores are strongly in favor of the efforts of Utah stockmen to increase the consumption of Utah lamb. We want to do all in our power to help. Whatever benefits Utah farmers and Utah stockmen benefits the state, and whatever helps the state will help all of us. This is a movement in which we can all help and enjoy ourselves while doing so.

In the same paper, the Cudahy Company advertised:

No meat offers a greater selection of nourishing and easily prepared dishes than lamb and none is more economical and readily available the year 'round.

To mention a few of the more popular lamb cuts your dealer has awaiting your call: roast leg of lamb, lamb shoulder roast, lamb breast, lamb chops, lamb shoulder steak, Saratoga chops, crown roast—each one inexpensive, satisfying and enjoyed by every member of the household.

Eat lamb! There is no food more worthy of a preferred place in your menu, especially the lamb produced right here at home, where modern methods of raising, abundance of range and proper feeds make our own Intermountain region one of the great lamb raising areas in the world.

The new "Eat More Lamb" tire cover is being used widely in the Utah lamb campaign. Several hundred were in evidence prior to the beginning of the week, and extra supplies were ordered.

## Order Your Double Deck Cars Early

SHEEPMEN are asked by the Union Pacific System, to place their orders for double deck cars as much in advance of their shipping dates as possible.

It is pointed out that ordering cars one day for loading the next does not allow the railroad sufficient time to get the cars conditioned and moved to loading points, particularly when on branch lines. To expedite transportation, the cooperation of the wool growers in giving early orders is necessary.



# Around the Range Country

THE notes on weather conditions, appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of August.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.

## Wyoming

The first half of the month was too dry for ranges, and watering places disappeared in many parts, while ranges cured and grew less abundantly. Later in the month light scattered showers helped in many sections, but there was still a need for more rain nearly everywhere. The resulting condition of livestock was fair to good, but not excellent over any extensive territory, because of the dry weather. Some of the southern winter range is reported thinner than usual. Good haying weather prevailed.

### Medicine Bow

Since August 1 it has been very dry and feed is in poor condition.

No old ewes have been sold around here for the last two years; consequently there is an unusual percentage of old ewes in the bands. There are practically no yearling ewes here as 75 per cent of the ewe lambs were shipped out and the winter loss in lambs was heavy.

The attitude of the bankers toward sheepmen's accounts is only good in some cases. I am afraid very few sheepmen will be able to hold back their ewe lambs this fall for replacement purposes.

There has been a falling off in the amount and quality of the grazing on the public domain here, due to the fact that we are having dry summers and that the country is overstocked with horses. The people of this community, however, do not favor any change in the method of using the public lands at present. Later on when financial conditions become better, I think it would be a good thing if parties could buy or lease the public domain at prices they could afford to pay. Then they could fence up their tracts, as unfenced land has very little value. The sheepmen own it mostly and pay taxes on it and the horsemen get the benefit of it.

The standard wage for herders is \$35.00.

John E. Burke.

### Gillette

There is plenty of grass and feed (September 7). The weather has been a little dry, but otherwise satisfactory.

In age the ewe bands of this section run mostly twos to six-year-olds; very few yearlings on hand, and none at all for sale. I believe though that a larger percentage of the 1932 ewe lamb crop will be held over to build up the flocks.

Where there is plenty of feed, the bankers favor carrying sheep accounts over the winter, but they do not plan to do so where it is necessary to finance for feed.

About 50 per cent of the lamb crop has been contracted at 4 cents.

Herders are getting \$40 a month.

J. A. Allison.

### Rawlins

August was a very dry month.

While there are about the same number of yearling ewes on hand as a year ago, most of the bands are pretty old, and it looks as if the banks would insist upon the sheepmen marketing their ewe lambs this year. The attitude generally of the

bankers here is to carry the sheepmen through if their security is adequate. About 8000 head of feeder lambs have been contracted recently at 4 cents a head.

Feed conditions on the public domain have not shown any material deterioration in the past few years and the present way of using it seems all right.

Herders are getting \$35 a month.

Bush Lake Sheep Co.

## Montana

This was a warm month much of the time, and as showers were ample and of good distribution as a rule, pasturage has continued ample for all needs. As a consequence livestock are reported to be in good to excellent condition nearly everywhere. Good haying weather prevailed when needed, and little loss resulted. Watering places have been replenished at intervals and a broad utilization of the range resulted.

## Idaho

Most of the month was warm and dry, favorable for haying and for livestock that were using the higher ranges; but those on lower pastures were in need of rain. The last week in the month brought the much needed rains everywhere excepting in the Panhandle section. As a consequence the winter range country has been sufficiently wetted to bring on the fall forage plants in abundance. Livestock have held up in unusually good shape all month. The hay crops were taken in good shape.

### Parma

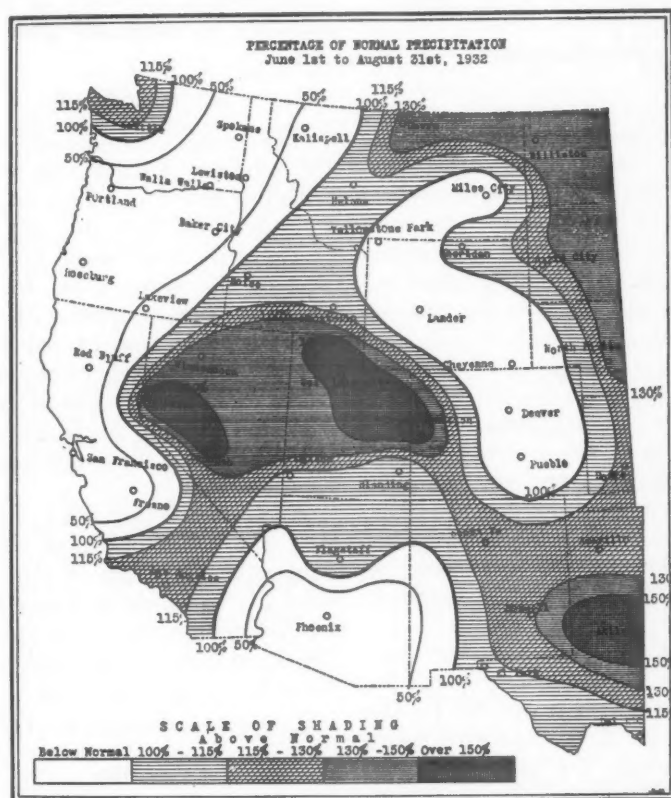
Feed conditions here are good (August 29).

I am in a farming community and do not know much about range sheep conditions. The ewes in this district are all getting old, with

(Continued to page 12)



# The Rainfall Record for the Summer Months



## THE NEW MOISTURE MAP

WOOL GROWER readers will note an important change in the manner of picturing precipitation conditions in the chart presented herewith. Heretofore this chart has shown, by different scales of shading, the total amounts of precipitation for the preceding three months, the unshaded areas having the least moisture. But in the belief that a more useful portrayal of the facts could be effected, the chart presented in this issue shows *percentages of normal*, and not total amounts in inches as heretofore. The shaded areas cover the parts of the country that have been covered with precipitation in excess of normal, the greater the percentages the denser the shading; while the white parts of the map have had precipitation below normal, a line being drawn to inclose the areas having less than half the normal rain. Texas, Utah, Nevada, the northern Great Plains States and northern Montana have had good summer precipitation; but much of Wyoming and Montana, the Idaho panhandle, Oregon and Washington, most of California, and southern Arizona have had less than normal or 100 per cent precipitation, in varying amounts. The least was none (0%) per cent at Fresno; and the greatest percentage was 214 per cent at Salt Lake City. Red Bluff had 7 per cent, Pendleton 16 per cent, and Walla Walla 20 per cent of the normal rain; while Reno had 190 per cent, Castle Dale, Utah, 190 per cent, Tonopah 171 per cent and Abilene 172 per cent.

## Excess and Deficiency of Moisture at Various Points

Precipitation on western livestock ranges during June, July and August, 1932, with normals and departures from normal for three months and six months, in inches.

	Normal 3-Months' Precipitation	Actual 3-Months' Precipitation	Excess (+) Deficiency (-) 3-Months	Excess (+) Deficiency (-) 6-Months
<b>Washington—</b>				
Seattle .....	2.66	3.23	+0.57	-0.12
Spokane .....	2.59	0.76	-1.83	+0.78
Walla Walla .....	2.00	0.39	-1.61	-0.67
<b>Oregon—</b>				
Portland .....	2.77	1.00	-1.77	+0.41
Pendleton .....	1.90	0.30	-1.60	-0.92
Baker City .....	2.41	0.61	-1.80	-2.21
Roseburg .....	1.75	0.54	-1.21	+0.90
Lakeview .....	1.58	1.00	-0.58	+1.00
<b>California—</b>				
Red Bluff .....	0.55	0.04	-0.51	-1.33
San Francisco .....	0.21	0.03	-0.18	-3.75
Fresno .....	0.10	0.00	-0.10	-1.62
Los Angeles .....	0.11	0.13	+0.02	-3.92
<b>Nevada—</b>				
Winnemucca .....	1.13	1.59	+0.46	+1.73
Reno .....	0.76	1.44	+0.68	-0.58
Tonopah .....	0.48	0.82	+0.34	+0.43
<b>Arizona—</b>				
Phoenix .....	2.09	0.44	-1.65	-2.75
Flagstaff .....	6.34	7.06	+0.72	-1.81
<b>New Mexico—</b>				
Santa Fe .....	5.74	7.25	+1.51	+1.41
Roswell .....	6.08	7.91	+1.83	+2.89
<b>Texas—</b>				
Amarillo .....	8.76	11.16	+2.40	+0.72
Abilene .....	7.35	12.67	+5.32	+1.12
Del Rio .....	6.68	6.85	+0.17	+0.58
El Paso .....	4.27	4.57	+0.30	+0.84
San Angelo .....	6.80	7.44	+0.64	+4.26
<b>Montana—</b>				
Helena .....	4.25	4.76	+0.51	-0.28
Kalispell .....	4.03	3.03	-1.00	+0.56
Havre .....	5.95	8.06	+2.11	+3.11
Miles City .....	5.28	4.64	-0.64	+0.12
Williston, N. D. ....	6.79	9.97	+3.18	+2.71
<b>Idaho—</b>				
Lewiston .....	2.52	0.85	-1.67	-0.18
Pocatello .....	2.57	3.00	+0.43	-0.20
Boise .....	1.35	1.46	+0.11	+2.75
<b>Utah—</b>				
Deseret .....	1.33	1.75	+0.42	+0.02
Salt Lake City .....	2.16	4.63	+2.47	+0.85
Modena .....	2.69	2.93	+0.24	-0.95
Logan .....	2.14	3.68	+1.54	+2.83
Blanding .....	3.40	3.67	+0.27	-1.42
Castle Dale .....	2.86	5.42	+2.56	+1.27
<b>Wyoming—</b>				
Yellowstone Park .....	4.28	4.16	-0.12	-1.79
Sheridan .....	4.17	4.93	+0.76	+2.76
Lander .....	2.37	1.23	-1.14	-2.48
Border .....	2.41	3.10	+0.69	+0.69
Cheyenne .....	5.26	3.24	-2.02	-2.92
Rapid City, S. D. ....	7.42	8.54	+1.12	+4.20
No. Platte, Neb. ....	8.35	11.54	+3.19	+0.94
<b>Colorado—</b>				
Denver .....	4.49	3.06	-1.43	-2.97
Pueblo .....	5.12	4.59	-0.53	-1.62
Grand Junction .....	2.18	3.39	+1.21	+0.97
Dodge City, Kan. ....	9.11	9.44	+0.33	-2.20

## Around the Range Country

(Continued from page 10)

fewer yearlings on hand than a year ago. Some of the farmers are keeping their ewe lambs this year because prices are so low. The banks do not seem to be in a position to carry sheepmen's accounts.

No contracting of lambs for fall delivery is being done in this district.

C. G. Allen.

### Blackfoot

It has been very dry here during August. There is plenty of dry feed, but rain is needed badly.

Some feeder lambs have been contracted recently for fall delivery at 3 cents.

A large per cent of the sheep in the bands in this locality are old; very short on yearling ewes. I think most of the bankers feel that the only thing to do is to carry on and that it is a wise thing for the sheepmen to hold their ewe lambs back for replacements.

In my opinion the grazing on the government lands has fallen off and it would be better for us to have it placed under the control of the Forest Service.

Forty dollars a month is the prevailing wage for herders.

Michael Barclay.

### Carey

The weather was warm and dry up until August 28, when we had a good rain. Plenty of feed, but it was getting a little dry before the rains came.

Ewes in general are getting aged; few yearlings added the last two years.

Yearling ewes for sale are very scarce; a few outfits have some that they have raised for their own use.

Banks in this section are doing their best to keep stockmen going.

A few white-faced ewe lambs are being held over this fall.

Grazing lands outside the national forests have deteriorated the last five years. Stockmen are divided on the

best way to handle it; some would like to see it under government control and others think it is all right the way it is.

Wages for herders are \$40 a month.

T. A. Baptie.

## Washington

More moisture than usual came to western counties, especially along the coast, from misty weather; and this has helped the forage somewhat; but east of the Cascades pastures and ranges have dried up badly. Most livestock are in good shape but some depreciation over the east has been noted.

### Pasco

We have had good feed and ample moisture up to the present (August 8). Conditions on the national forests were very favorable.

The ewe bands were about 10 per cent smaller this year than last and the lamb crop about 20 per cent under that of 1931.

Most of the ewes are two years older than normal. The banks are unwilling to make it possible for the sheepmen to keep their ewe lambs back, although the loan companies are doing all they can for us. Private banks are panicky and would foreclose on sheepmen's notes if possible.

Alfred Hales.

## Oregon

Weather conditions were mostly favorable for haying, and for growing forage, though more moisture would have helped. Misty rains along the coast, and scattered thunderstorms in the mountains helped a little, however. As a result of the dry weather much of the pasturage is short, though livestock have done very well as a rule.

## California

Normal weather conditions prevailed, with sunny skies over the interior and more or less foginess along the coast with mist enough for moistening the grass. Occasional thundershowers occurred in the

higher, more northerly mountains. Grass and browse have become unusually dry everywhere in the mountains because of the scarcity of rain, as the showers were not extensive nor heavy. The forage has been good enough, however, to maintain livestock in unusually good condition.

### Lodi

The range conditions through this portion of California are good, with but few forest fires in the hills to destroy the feed this year.

There are fewer sheep in this portion of the state than for many years and this, coupled with the advance in wool, has caused a rise in the price of good ewes; \$5.00 is being offered for ewes of breeding ages and as high as \$7.00 is being asked for good Romney-Rambouillet crossbreds.

The extreme low price of sheep is past and while most of the California sheepmen are in the greatest need of funds, nevertheless there is an optimistic view of the future for the sheep industry, especially among those who can keep going.

Eugene C. Tribble.

### Willits

We are having a cool summer here, with plenty of old feed left for the stock and a good deal of browse.

Most of the ranchers are holding only enough ewe lambs to make their old stock good.

L. S. Adams.

## Nevada

Three weeks of comparatively dry, warm weather were a little hard on pastures and ranges, but forage was abundant generally and livestock have continued to thrive. Some apprehension was felt about the winter feed prospects, until near the end of the month when good showers came to most of the state, giving fall herbage a good impetus of growth. Hay was made with little if any material loss. The winter migration of cattle is becoming fairly general.

## Utah

Record breaking high temperatures in the third week were followed at the end of the month by the coldest of record in a few places. Things were getting pretty dry until toward the end of the month when exceptionally heavy rains, lasting four days in most places, replenished water supplies, revived the range, and gave the assurance generally that fall and winter ranges will now be made. Livestock have continued in thriving condition on the mountain ranges, where feed has been abundant.

### Spanish Fork

Feed and weather conditions are good at this time (September 6).

There are no yearling ewes for sale at all around here; in fact most of the bands are old. I think, however, that more ewe lambs will be kept this fall. Bankers here are still back of the sheep industry.

Feed conditions on the public domain are not so good as formerly. Improvement would be made if allotments for winter grazing were granted to group herds.

The prevailing wage of herders is \$45.

J. G. Andrus.

## Colorado

Exceptionally warm weather during the first half of the month, together with a dearth of moisture nearly everywhere, was not very good for livestock. Over the western slope country they were generally good, but in eastern counties many were only poor to fair. Ranges over the eastern and southeastern portion were badly burned by heat and drouth. The third week was still abnormally warm, but it brought a few helpful local showers. The last week was cooler, but still without the much needed showers, as a result of which cattle and sheep over eastern counties are approaching the winter in rather unsatisfactory shape.

### Cowdrey

The weather and feed conditions during August have been good.

No yearling ewes are for sale here: most of the ewes in the bands are aged, and very few lambs will be held back this fall to reduce these ages.

Do not believe that the public domain has deteriorated especially in recent years and see no need for changing our method of using it.

Herders are being paid from \$30 to \$40 a month.

J. F. White.

## New Mexico

During the month, hot weather with long spells of dry weather, proved hard on pastures and ranges and though later showers came here and there, the range was spotty, and livestock were not in uniformly good shape. The last week brought further improvement by more general showers, and the immediate condition of livestock is better and the prospect in general somewhat better. Watering places are holding up fairly well.

## Arizona

The month was hot during the daytime, but toward the last nights became much cooler, and pleasanter. Local showers of ample proportions held up the range in patches, but much of the state needed rain most of the month. The last week brought the needed rains in most sections, and conditions are now much better as a general rule. Most range cattle are in good to excellent shape.

### Kingman

There has been very little rain so far this season and feed supplies are short.

A great many old ewes have been carried over the past two years, but most of the sheepmen held enough ewe lambs to replace their losses. This year, however, the banks are not making any advances and very few ewe lambs will be kept.

I do not think that the grazing resource of the public domain has deteriorated in the past few years, and no change in the way it is used seems necessary.

Most of the sheepmen are paying their herders \$30 a month.

No contracting of feeder lambs has been done yet in this locality.

Arizona Live Stock Co.

### Flagstaff

Rains during the past month have been very spotted and the range is generally very dry.

There will be a good many feeder lambs for sale here on account of the dry summer and the fact that all the sheep outfits are in pretty bad shape financially and will not be holding many ewe lambs back. As a matter of fact not many ewe lambs have been retained during the past two or three years, and what will happen this year is not known.

I do not know of any yearling ewes for sale here.

Wages for herders range from \$25 to \$40, with \$35 the most general.

Aso Sheep Company

### Lakeside

General rains started about July 27 and have been good since. Summer range feed was better than usual and winter feed prospects are good (August 8).

There are practically the same number of yearling ewes on hand here for sale as a year ago. Most of the range ewes are getting past the half-way mark, however. Whether or not the ewe lambs will be kept for flock replacements is doubtful. If the market improves most of them will be sold.

Grazing conditions on the public domain are not so good as in previous years and I believe most of the sheepmen around here would like to see it placed under state control.

S. W. Jaques.

## Western Texas

Normal conditions of warm weather with local showers at timely intervals, held pasturage up in satisfactory shape over most of this region, and livestock are doing fairly well as a rule. Some crops are maturing short for the want of more copious rains.



# Report of the National Ram Sale



The top pen of Rambouillet range rams, sold in the 1932 sale by J. K. Madsen to Ed Bean of Ozona, Texas, at \$25 a head. Mr. Olsen of the Madsen firm and Mr. Bean, the purchaser, in the foreground.

**P**RICES at the Seventeenth National Ram Sale did not reflect the great improvement in the wool market and in general business conditions and feeling.

The pronounced rise in wool values was too recent and had not yet shown itself in actual returns on consigned wool. But most of all, buying was retarded by the low returns from lamb shipments. Although feeder and stock ewe prices are rising, the lamb markets were still steady or lower. It was generally agreed that a later date for the sale would serve many range men who ship to market late in August or early in September and must buy their rams later, especially in years of tight money.

The full facts are shown by the customary detailed record of all sales printed herewith.

The quality and conditions of the reduced number of offerings was a real improvement over last year. This fact is a tribute to the breeder-consignors, most of whom have held their place in this sale since 1916. As in the range end of the sheep business, losses have also been taken by ram breeders in the last two years. The three-year record of average prices is shown:

## THREE YEARS' PRICES

	1932		1931		1930	
	No. Sold	Price Per Head	No. Sold	Price Per Head	No. Sold	Price Per Head
<b>Rambouillets:</b>						
Single stud rams .....	26	\$48.78	21	\$89.63	44	\$159.77
Pens of 5 reg. rams.....	76	18.83	127	19.78	127	41.71
Range rams .....	347	13.35	407	13.50	429	22.46
<b>Hampshires:</b>						
Single stud rams .....	15	60.17	24	96.67	35	161.43
Pens of 5 reg. rams.....	30	25.67	32	38.75	30	45.00
Range yearlings .....	224	14.29	410	22.03	300	36.43
Ram lambs .....	25	12.00	120	15.75	209	27.32
<b>Suffolks:</b>						
Single stud rams.....	11	64.36	10	161.50	.....	.....
Pens of 5 registered.....	24	38.04	12	40.00	.....	.....
Pens of 5 unregistered ..	5	50.00	.....	.....	.....	.....
Range yearlings .....	34	18.45	.....	.....	.....	.....
Ram lambs .....	20	15.50	.....	.....	.....	.....
<b>Corriedales:</b>						
Single stud rams .....	.....	.....	4	51.25	12	63.25
Pen of 5 registered.....	5	18.00	.....	.....	.....	.....
Range rams .....	.....	.....	25	17.00	18	31.00
<b>Panamas:</b>						
Range rams .....	50	15.02	49	19.28	50	46.00
<b>Columbias:</b>						
Pen of five.....	5	26.00	10	28.00	10	25.00
Range rams .....	20	13.00	.....	.....	.....	.....
<b>Romneys:</b>						
.....	8	10.00	.....	.....	.....	.....
<b>Cross-Breds:</b>						
Lincoln-Rambouillets						
Range rams .....	50	12.50	69	13.00	131	33.35
Suffolk-Hampshires						
Yearlings .....	.....	.....	65	24.75	50	42.00
Ram lambs .....	90	10.16	69	13.00	40	25.00

The prices show an even greater percentage decline than there has been in the commercial lamb and wool markets. But it may be said that in some higher sell-



ing years, ram prices were out of proportion to range and market values.

Buyers of stud rams were conspicuously few in number. Breeders who sell in the sale, especially in the Rambouillet section, were previously strong bidders on top quality, stud rams, but this year left the competition chiefly to the few outside breeders looking for stud sires.

Texas was again prominent in the taking of the top Rambouillets, J. W. Owens, and Ed Bean, both of Ozona, obtaining a total of 113 head, including Madsen's single stud ram which topped the sale at \$160.00, and his top pen of 25 at \$25.00 per head.

The Rambouillet top ram was listed in the catalog as Lot number 54, and sold by J. K. Madsen to J. W. Owens of Ozona, Texas, with Day Farms Company Lot 21 second at \$145.00, sold to the Branch Agricultural College at Cedar City, Utah.

Quality was well maintained in the Rambouillet studs. Several head were fully equal in merit to the \$1000.00 and \$500.00 rams of a few years ago.

Hampshires had their top stud ram in Lot 102,

sold by H. L. Finch of Soda Springs, Idaho, to R. M. Budge of Paris, Idaho, at \$100.00. The single stud offerings in this breed caused considerable discussion as to just what progress the breed is showing, but in the pens of five head and the range pens, there was size, bone, fleshing, and ruggedness to please the most fastidious. The top Mount Haggin range pen was sought after by a number of range men, but finally went to Nevada under the \$30.00 bid of the H. F. Dangberg Company of Minden.

The Canadian Suffolks from Patrick and the Canadian Pacific Railroad Supply Farm kept up a good quality record for their breed. Laidlaw and Brockie insisted, as usual, on buying the tops, but no one was on hand to force the high figures of former years.

No one breed was in particularly strong demand.

There was greater interest than last year in reduced offerings of Panamas, Columbias, and Lincoln-Rambouillet cross-breeds, and the low prices in this section compared favorably with those of 1931.

## Prices, Sellers and Buyers in the Sale

RAMBOUILLETS		Price Per Head			Price Per Head
Sold by Wm. Briggs & Son, Dixon, California—			Sold by Ephraim Rambouillet Association, Ephraim, Utah—		
Lot 1, 1 stud ram to W. D. Candland & Sons,		\$ 45.00	Lot 26, 1 stud ram to Chas. Redd, LaSal, Utah		45.00
Lot 4, 6 registered rams to P. G. Johnston Ranch, Blackfoot, Idaho		17.00	Lot 27, 1 stud ram to Ed Bean		77.50
Lot 5, 10 range rams to P. G. Johnston Ranch		14.00	Lot 28, 5 registered rams to B. H. Robison		17.00
Sold by Bullard Bros., Woodland, California—			Sold by E. S. Hansen & Sons, East Garland, Utah—		
Lot 6, 1 stud ram to J. K. Madsen, Mt. Pleasant, Ut.		50.00	Lot 29, 8 range rams to Ed Bean		10.00
Lot 8, 5 registered rams to Jos. Marx, Roosevelt, Ut.		13.00	Lot 73, 6 range rams to B. H. Robison		9.00
Lot 9, 10 range rams to V. Connell, Simpson, Nevada		12.00	Sold by W. S. Hansen Co., Collinston, Utah—		
Sold by W. D. Candland & Sons, Mt. Pleasant, Utah—			Lot 30, 1 stud ram to J. B. Millard		35.00
Lot 10, 1 stud ram to E. S. Hansen, East Garland, Ut.		22.50	Lot 31, 1 stud ram to Chas. Redd		25.00
Lot 11, 1 stud ram to Bert Merrill, Salt Lake, Utah		12.00	Lot 32, 5 registered rams to W. H. Siddoway, Vernal, Utah		26.00
Lot 12, 1 stud ram to V. S. Connell		27.50	Lot 33, 14 range rams to Bertagnole Bros., Salt Lake City, Utah		16.00
Lot 13, 5 registered rams to B. H. Robison, Aurum, Nevada		14.00	Lot 34, 25 range rams to Ed Bean		22.00
Lot 14, 26 range rams to A. A. Callister, Salt Lake City, Utah		9.00	Sold by Geo. A. Lowe, Parowan, Utah—		
Lot 15, 26 range rams to Albert Merrill		12.00	Lot 35, 1 stud ram to Frank L. Hall, Crawford, Neb.		47.50
Lot 72, 3 registered rams to W. S. Hansen, Collinston, Utah		13.00	Lot 36, 5 registered rams to P. G. Johnston Ranch		9.00
Lot 75, 25 range rams to C. F. Gillmor, Salt Lake, Ut.		10.00	Sold by Milo Marsden, Parowan, Utah—		
Sold by Coiner Bros., Hansen, Idaho—			Lot 41, 5 registered rams to A. A. Callister		10.00
Lot 18, 5 registered rams to Wm. Nicholas, Ogden, Ut.		17.00	Lot 42, 20 range rams to A. A. Callister		9.00
Lot 19, 25 range rams to Ed Bean, Ozona, Texas		11.00	Sold by Wm. Millar, Mt. Pleasant, Utah—		
Sold by Day Farms Co., Parowan, Utah—			Lot 44, 1 stud ram to C. W. Jaspersen, Freedom, Wyo.		13.75
Lot 21, 1 stud ram to Branch Agricultural College, Cedar City, Utah		145.00	Lot 46, 15 range rams to B. H. Robison		14.00
Lot 23, 1 stud ram to V. S. Connell		30.00	Lot 70, 5 range rams to A. A. Callister		8.00
Sold by Deer Lodge Farms Co., Deer Lodge, Montana—			Sold by Robert F. Miller, Davis, California—		
Lot 76, 1 stud ram to Dell Adams, Layton, Utah		18.00	Lot 47, 5 registered rams to Wm. Nicholas		15.00
Lot 77, 1 stud ram to J. B. Millard, Stoner, Colo.		20.00	Lot 48, 10 range rams to B. H. Robison		10.00
			Sold by Montana State College, Bozeman, Montana—		
			Lot 49, 1 stud ram to Wm. Nicholas		40.00
			Lot 50, 1 stud ram to Ed Bean		40.00
			Lot 52, 5 registered rams to V. S. Connell		37.00



At the right, Mr. J. W. Owens of Ozona, Texas, one of the sale's most consistent patrons. Another buyer, Mr. F. L. Hall, of Crawford, Nebraska, is shown with Mr. Owens.

Sold by Mt. Pleasant Rambouillet Farm, Mt. Pleasant, Utah—		Price Per Head
Lot 53, 1 stud ram to J. W. Owens, Ozona, Texas	125.00	
Lot 54, 1 stud ram to J. W. Owens	160.00	
Lot 55, 1 stud ram to Ed Bean	50.00	
Lot 56, 1 stud ram to W. S. Hansen, Collinston, Ut.	40.00	
Lot 57, 6 registered rams to V. S. Connell	55.00	
Lot 58, 25 range rams to Ed Bean	25.00	
Lot 59, 10 range rams to Ed Bean	19.00	
Lot 71, 15 range rams to Ed Bean	25.00	
Sold by F. J. Nielson, Mt. Pleasant, Utah—		
Lot 60, 5 registered rams to P. G. Johnston Ranch	12.00	
Sold by L. B. Nielson, Ephraim, Utah—		
Lot 61, 1 stud ram to Glen J. Nielson, Ephraim, Ut.	85.00	
Lot 62, 1 stud ram to Ed Bean	50.00	
Lot 63, 3 registered rams to B. H. Robison	19.00	
Lot 63, 1 registered ram to J. E. Magleby, Monroe, Ut.	40.00	
Sold by Noyes & Sons, Ephraim, Utah—		
Lot 64, 6 range rams to A. A. Callister	10.00	
Sold by John H. Seely & Sons Co., Mt. Pleasant, Utah—		
Lot 66, 5 registered rams to Pierre Moynier, Price, Ut.	15.00	
Lot 67, 24 range rams to B. H. Robison	10.00	
Sold by M. J. Udy, Fielding, Utah—		
Lot 68, 16 range rams to Dell Adams	10.00	
1 stud ram to Pierre Moynier, Price, Utah	12.00	
Sold by the U. S. Sheep Experiment Station, Dubois, Idaho—		
Lot 69, 5 registered rams to Matthews Bros., Ovid, Ida.	19.00	
HAMPSHIRE		
Sold by H. L. Finch, Soda Springs, Idaho—		Price Per Head
Lot 200, 1 stud ram to R. M. Budge, Paris, Idaho	70.00	
Lot 101, 1 stud ram to Robert MacIntosh, Rifle, Colo.	62.50	
Lot 102, 1 stud ram to R. M. Budge	100.00	
Lot 103, 5 registered rams to Wm. Nicholas	45.00	
Lot 104, 24 range rams to Cook Sheep Co., Dillon, Montana	20.00	
Sold by Knollin-Hansen Co., Soda Springs, Idaho—		
Lot 105, 11 range rams to John Etcheverry, Ogden, Utah	11.00	

		Price Per Head
Lot 106, 20 range rams to Dell Adams, Layton, Utah	8.00	
Lot 107, 25 range rams to Dell Adams	9.00	
Lot 135, 10 range rams to H. Haynes, Salt Lake	5.00	
Sold by S. W. McClure, Bliss, Idaho—		
Lot 110, 1 stud ram to Frank Brown, Carlton, Oregon	50.00	
Lot 111, 1 stud ram to Dell Singleton, American Fork, Utah	35.00	
Lot 112, 1 stud ram to J. B. Millard, Stoner, Colo.	37.50	
Lot 113, 25 range rams to Bertagnole Bros., Salt Lake	13.00	
Lot 114, 25 ram lambs to Wm. Wyatt, Salt Lake	12.00	
Sold by Malcolm Moncreiffe, Big Horn, Wyo.—		
Lot 115, 1 stud ram to Archie Prior, Yakima, Wash.	55.00	
Lot 116, 1 stud ram to O. D. Noland, Mancos, Colo.	37.50	
Lot 117, 1 stud ram to Carl L. Wood, Rifle, Colo.	35.00	
Lot 118, 5 registered rams to Stanley Coffin, Washington	22.00	
Lot 119, 25 range rams to Wm. Wyatt	10.00	
Lot 120, 24 range rams to A. A. Callister	10.00	



"Sharkey," the yearling Rambouillet ram that topped the sale. Purchased by J. W. Owens of Ozona, Texas, for \$160 from J. K. Madson

Sold by the Montana State College, Bozeman, Montana—		
Lot 121, 1 stud ram to A. B. DeGraw, Wolcott, Colo.	67.50	
Lot 122, 1 stud ram to Matthews Bros., Ovid, Idaho	50.00	
Lot 123, 5 registered rams to Robert MacIntosh	25.00	
Sold by Mt. Haggin Land & Livestock Co., Anaconda, Montana—		
Lot 124, 1 stud ram to Dell Singleton	60.00	
Lot 125, 1 stud ram to H. L. Finch, Soda Springs, Ida.	77.50	
Lot 126, 1 stud ram to Ralph W. Jorgenson, Wisdom, Montana	80.00	
Lot 127, 5 registered rams to E. A. Veo, Cimarron, Colorado	32.00	
Lot 128, 25 range rams to H. F. Dangberg Co., Minden, Nevada	30.00	
Lot 129, 25 range rams to Wm. Coleman, Heber City, Utah	18.00	
Lot 130, 10 range rams to Peter Jacobson, Provo, Utah	15.00	
Sold by J. Nebeker & Son, Stockton, Utah—		
Lot 132, 5 registered rams to J. T. Murdoch, Heber, Utah	16.00	
Lot 133, 5 range rams to Wm. Coleman, Heber City, Utah	14.00	
Sold by the University of Idaho, Moscow, Idaho—		
Lot 134, 1 stud ram to Archie Prior	85.00	

## SUFFOLKS

Sold by Canadian Pacific Railroad Supply Farm, Tilley, Alberta, Canada—		Price Per Head
Lot 200, 1 stud ram lamb, to Laidlaw & Brockie	55.00	
Lot 201, 1 stud ram to Laidlaw & Brockie	110.00	
Lot 202, 1 stud ram to Mike Barclay, Blackfoot, Ida.	67.50	
Sold by Frank L. Hudson, Jr., Lander, Wyo.—		
Lot 204, 1 stud ram (aged) to Laidlaw & Brockie	32.50	
Lot 206, 1 stud ram lamb to Leo Johnson, Grantsville, Utah	35.00	



A pen of Suffolk registered rams consigned by Laidlaw & Brockie of Muldoon, Idaho, that went to the Utah-Colorado Land and Livestock Company of Craig, Colorado, for \$50 a head.



The high-selling pen of five registered rams in the Hampshire division. Sold by H. L. Finch, Soda Springs, Idaho, to Wm. Nicholas of Ogden, Utah, at \$45 per head.

Lot 206, 4 registered ram lambs to Frank S. Naylor, Salt Lake City, Utah	26.00
Sold by Laidlaw & Brockie, Muldoon, Idaho—	
Lot 207, 5 range rams to Utah-Colo. L. & L. S. Co., Craig, Colo.	50.00
Lot 208, 15 range rams to Wm. Coleman	25.00
Lot 209, 10 range ram lambs to Utah-Colo. L. & L. S. Co.,	15.00
Lot 210, 5 range ram lambs to Parley Spratling, Midvale, Utah	17.00
Lot 210, 5 range ram lambs to Wm. Nicholas	15.00
Lot 246, 10 range ram lambs to Wm. Nicholas	15.00
Sold by J. H. Patrick & Son, Ilderton, Canada—	
Lot 211, 1 stud ram to Laidlaw & Brockie	70.00
Lot 212, 1 stud ram to Wm. Nicholas	50.00
Lot 213, 1 stud ram to Laidlaw & Brockie	62.50
Lot 214, 1 stud ram to Paradise L. & L. S. Co., Paradise, Utah	55.00
Lot 216, 5 range rams to Utah-Colo. L. & L. S. Co.	42.00
Lot 217, 5 range rams to Utah-Colo. L. & L. S. Co.	41.00
Lot 218, 5 range rams to Wm. Nicholas	34.00
Lot 245, 1 stud ram to Chas. Redd, LaSal, Utah	67.50



The S. W. McClure pen of Columbia range rams purchased by Ercanbrock & Son of Provo, Utah, at \$15 a head.

Lot 249, 3 range rams to Utah-Colo. L. & L. S. Co.	40.00
Lot 250, 2 range rams to Utah-Colo. L. & L. S. Co.	52.00
Sold by the University of Idaho, Moscow, Idaho—	
Lot 220, 1 stud ram to Laidlaw & Brockie	105.00

## COLUMBIAS

Sold by S. W. McClure, Bliss, Idaho—	
Lot 227, 10 range rams to Ercanbrock & Son, Provo, Utah	\$ 11.00
Lot 228, 10 range rams to Ercanbrock & Son	15.00
Sold by the U. S. Sheep Experiment Station, Dubois, Idaho—	
Lot 229, 5 range rams to W. L. Blackwell, Simpson, Nevada	26.00

## CORRIEDALES

Sold by the U. S. Sheep Experiment Station, Dubois, Idaho—	
Lot 225, 5 registered rams to John L. Sevy, Salt Lake City, Utah	\$ 18.00

## PANAMAS

Sold by Laidlaw & Brockie, Muldoon, Idaho—	
Lot 231, 10 range rams to Island Improvement Co., Salt Lake City, Utah	\$ 15.00
Lots 232 and 233, 20 range rams to B. H. Robison	15.00
Lot 247, 10 range rams to Island Improvement Co.	16.00
Lot 248, 10 range rams to Island Improvement Co.	15.00

## ROMNEYS

Sold by Knollin-Hansen Co., Soda Springs, Idaho—	
Lot 230, 6 range rams to O. C. Doke, Ephraim, Utah	\$ 10.00
Lot 230, 2 range rams to R. Phillips, Springville, Utah	10.00

## CROSSBREDS

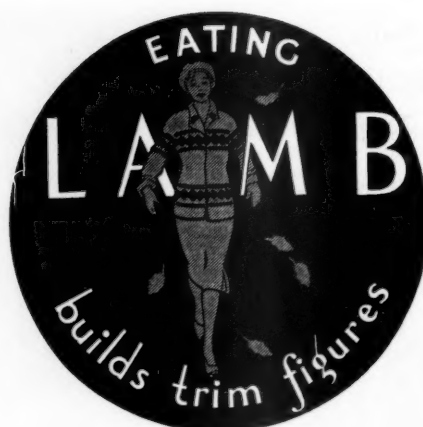
## LINCOLN-RAMBOUILLETS

Sold by Milo Marsden, Parowan, Utah—	
Lot 235, 25 range rams to Dell Adams, Layton, Utah	\$ 11.00
Sold by Mt. Pleasant Rambouillet Farm, Mt. Pleasant, Utah—	
Lot 236, 25 range rams to Ercanbrock & Son	14.00

SUFFOLK-HAMPSHIRE  
(All Lambs)

Sold by Michael Barclay, Blackfoot, Idaho—	
Lot 241, 9 range rams to O. C. Doke, Ephraim, Ut.	\$ 11.00
Lot 242, 15 range rams to Sylvester Broadbent	10.00
Lot 243, 15 range rams to A. A. Callister	11.00
Sold by Deer Lodge Valley Farms Co., Deer Lodge, Montana—	
Lot 239, 25 range rams to Sylvester Broadbent	10.00
Lot 240, 10 range rams to Sylvester Broadbent	10.00
Lot 244, 25 range rams to Heber Moon, Hanna, Utah	10.00





## Put One of These Beautiful Four-Color "Eat-More-Lamb" Tire Covers on Your Car

One of the Most Beautiful Tire  
Covers You Ever Saw

On a glistening background of heavy enamelled drill, this beautiful, trim-figured lady strides through the big orange-lettered word "LAMB." She's dressed in green and blue and wears a bright-colored sport coat. Autumn leaves swirl about her and we read—"Eating LAMB builds trim figures." She's beautiful. The tire-cover is beautiful. And no one can miss this truthful message that will intrigue all womankind.

Every Cover a Traveling "Billboard"—  
Creating New Customers for  
Your Lambs

This tire cover is part of the National Lamb Council's advertising campaign. It is advertising you will be proud of. It is advertising that will urge more and more people to eat Lamb—just as your newspaper, radio, and outdoor poster advertising does. If those interested in the sheep business will purchase one or two of these tire covers—we will soon have 5000 or more of these attracting attention on the streets and roads from Los Angeles to Boston and Portland to Texas. And everyone is creating new Lamb customers.

Also Suggests the Wearing  
of Wool

The handsome young lady is wearing a brilliant colored sport coat of green, blue, orange and red. Unmistakably it is one of the popular all-wool coats which are as warm as fur and cost much less. This will suggest the use of your other product—wool. So in reality this is a *wool* tire cover as well as a *lamb* tire cover.

Order from State Secretary or from  
National Secretary. Price,  
75 Cents, Postpaid.

If you belong to a State Wool Growers Association—you should order direct from your State Secretary—sending 75 cents for each cover order, which includes delivery charges. Non-members may order direct from the National Wool Growers Association Secretary. Be sure to state *size* wanted: small (for Fords, Chevrolets, Plymouths, etc.) or large (for Buicks, Chryslers, Nashes, Studebakers, etc.).

Women's Auxiliaries Can Help Greatly

State and National Wool Growers Auxiliaries can aid greatly in the sale and use of these covers. Various

plans may be put into effect to get those only indirectly interested in the sheep business to place one of these very attractive covers on their cars. Everyone in circulation increases lamb consumption that much.

Cut Shown Above Available to State  
Associations and Others

State Secretaries and others who wish to use the cut of this tire cover shown above for use in printed material or on letterheads, envelopes, etc.—may obtain one free by writing the National Wool Growers Association Secretary's office.

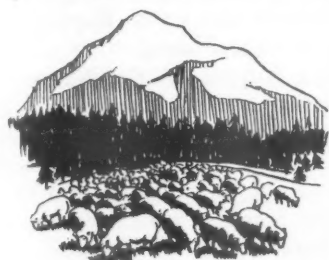
Others Than Association Members  
May Buy

Parties who are not members of any of the state associations affiliated in the National Wool Growers Association should order the covers direct from the National Wool Growers Association Secretary's office. The price is 75 cents each, postpaid, anywhere in the United States. Be sure and state *sizes* wanted: small (for Fords, Chevrolets, Plymouths, etc.) or large (for Buicks, Chryslers, Nashes, Studebakers, etc.).

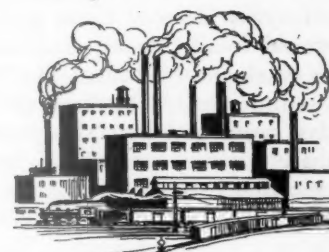


# The National Wool Marketing Corporation

## News Bulletin



GROWER OWNED AND OPERATED



### WOOL SURGES UPWARD

Prices Advance 25 Per Cent

RESTORED CONFIDENCE IN INTRINSIC VALUES  
REINFORCED BY REAL DEMAND FOR GOODS

Withdrawal of Many Lines of Goods and Higher Prices  
for Others Reinforce Confidence Already Generated  
—Supplies Unequal to Mill Requirements on  
Normal Consumption Up to Next Clip—  
Wool Trade Looks for Importations of  
Foreign Wools—Prices Still Cheap  
Compared to any Normal Basis

(Statement from the August 27, 1932, issue of the  
Commercial Bulletin of Boston.)

WE subscribe to this statement of the Commercial Bulletin except as to the protection received under the tariff. Until the National advanced its prices, the tariff was very largely ineffective. Unfortunately a majority of the growers who produced the 1932 domestic wool clip will not profit now from the improvement here recorded. Those who sold at home at shearing time certainly cannot profit. Neither can those profit who consigned and had their clips marketed shortly after arrival in Boston. It is water over the dam for them. The Unit Marketing Plan of the National explained in this issue protects our customers in this respect.

#### Wool Requirements Accumulated

As early as last February, the National began urging growers everywhere to help protect the industry in which they were engaged. Supplies of old wool were then abundant in every distributing center. Mills were closing down or operating on part

After nearly seven years of more or less steadily declining markets, wool has suddenly reversed its price trend and within the present month has risen on the average about 25 per cent from the low point at the first of the month.

An advance of 25 per cent in so short a space of time seems, at first thought, to be very sharp and, of course, it is. Let no one suppose, however, that it is unwarranted. Wool has been dragging along, as have other commodities, at an unconscionably low basis. While no one knows just what is the cost of producing wool, in the United States, since any basis of figuring this cost must be more or less arbitrary and decidedly variable when comparisons are made between one section of the country and another, it is the consensus of the wool trade that wool has been selling at just about half the cost of production in the last few months.

Not only has the cost of production been ignored, but it is also true that the tariff barrier of 34 cents a pound, clean basis, has been hardly more than 30 to 35 per cent effectual. Thus, fine staple domestic wools which, to bring duty-paid parity, should have been sold in the clean range of 50@55 cents, after making allowance for the usual differential in skirting in favor of an Australian wool, actually sold in the range of 30@32 cents, clean basis, in early August. Other qualities sold more or less proportionately low.

time schedules only. Banks were failing all over the country. General business was stagnant. Pessimism and fear penetrated the human mind and paralyzed individual initiative. No one dared to go ahead. Unemployment, and reduced wages of those in employment curtailed buying power. Dividends ceased and security values of every description disappeared. It cannot be denied that plenty of reason existed for a gloomy outlook, especially among those of our population who were too much occupied with contemplation of their own troubles to see beyond their immediate horizons.

The National felt justified in looking at things from the long range view-point and subscribed to the advice of the elder J. P. Morgan—"Don't sell the United States short." The National knew from past experience that the depression then rampant, though the most severe in the history of the world, could not last forever. It knew that the resources of this great coun-

try that existed prior to the crash in 1929 were still intact. It felt justified in believing that our institutions and form of government would survive all efforts to destroy them and that a resourceful people would finally muster sufficient courage and initiative to work its way out. The National laid stress on the vacuum created by long deferred purchases for every day needs and that this pent up demand would ultimately make itself felt. In thousands of letters it emphasized the certainty that a great National industry catering to human needs could not continue to carry on at a loss indefinitely. Being firmly convinced that this reasoning was fundamentally correct, the National urged the growers against placing their clips on the bargain counter, but rather to help in making the best tariff ever provided for their benefit at least in part effective.

At this moment the National is pleased to report that its holdings of old wool have been largely disposed of during the market activity we have enjoyed in the past three or four weeks, but that only a small portion of its 1932 wool receipts have been disposed of. Only in this way could its grower customers benefit from the price advance which has occurred.

### The August Market

After five months of steadily declining mill activity, with consequent injury to prices, the domestic wool market came to life during the week ending August 6th. On August 9th, the National issued the following Special Letter to a large number of growers and livestock bankers in every section of the country:

The amount of wool sold in this market during the past few days seems to justify a Special Letter. The National sold more wool in the past week than in all the preceding seven months of 1932.

This sudden change in buying policies, on the part of the mills, shows that wool now, in their judgment, is good property; that trade revival is close at hand; that banks are willing to lend to sound borrowers.

After many months of comparative idleness, the market could not be expected to register price advances immediately. But, it is our firm opinion that these will follow in due course, especially if orderly marketing policies are followed. There really is no over-supply of wool. We have passed through a period of sub-normal consumption, in which the mills have permitted the various distributing agencies to carry the load, and as this mal-adjustment is corrected, prices should improve.

The National was established to market wool to orderly mill demand. It can use its best judgment, but cannot stay out of the market, or refuse to sell to its mill customers at going values. Neither does it intend to instill false hopes for price advances such as took place during the war years. *But, it does believe that it is possible, through CO-OPERATION, to bring values in closer proximity to importing parity.* Let us hope that the many growers who still have possession of their clips may see the wisdom of taking the lead in such cooperative movement. This is a time when concentration in strong hands gives promise of reward.

In point of volume moved, this has been the best wool market we have seen since 1924. Activity continues unabated.

In the same week ending August 13, the National advanced its holding prices five cents per clean pound. While this action may have resulted in a temporary slowing up of selling, it did not last long. Buying at higher levels followed almost immediately.

During the week ending August 27, the National again advanced its holding prices and has been able since that time to sell graded fine territory wool at 45 cents clean, and all other grades at correspondingly higher values. These new prices meant an advance of fully 30 per cent above the lowest point at which wool was sold in this market some three weeks previously, and fully 25 per cent above the lowest price at which the National had sold wool.

At this writing (September 1) we continue selling wool in satisfactory quantities at somewhat still higher values. The principal private wool merchants have followed the lead of the National in advancing their prices.

### Mill Conditions Improve

Conditions in mill circles are considerably improved. Most of the mills which closed down during the winter and early spring have re-opened and many are working day and night shifts with sufficient orders on hand to keep them busy for some weeks to come. This applies to mills catering to demand for men's wear as well as for women's wear fabrics.

The New York Goods market has suddenly emerged from its long continued gloom and now appears to be in quite an optimistic mood. Orders from the country have at last begun to appear, with the prospect of gradual improvement from now on.

### Foreign Advances

The foreign situation is decidedly favorable. The first auctions of the 1932-1933 selling season in Australia opened at Sydney on August 29. Compared with the closing sales in June, prices on Merinos advanced from 15 to 20 per cent. Competition was keen and clearances unexpectedly good. No super wools were offered at these sales. Best top-making 64's, comparable to our better territory original top-making wools, would cost landed Boston, in bond, approximately 29 cents clean, to which would be added 34 cents duty, or 63 cents. Our comparable territory wool could therefore advance a full 15 cents per clean pound above present levels without inviting foreign competition. Today (September 1) the Sydney sales reported further advances of from 5 to 10 per cent.

Top markets abroad are strong and very active. Revived confidence in Europe bids fair to result in sufficient increased consumption to lift the somewhat larger wool production in foreign countries during the present season, even though Japan may not prove as aggressive a buyer as last season.

Considering the wool situation from every angle, it appears at this moment to be very strong, and to justify greater confidence in the ultimate solution of

the many troubles with which the industry has been afflicted.

Boston quotations at this time on our principal territory grades are about as follows:

**TERRITORY, Clean Basis**

Fine staple graded .....	\$.47½
Fine French combing .....	.42½
Fine clothing .....	.38
Half-blood staple graded .....	.42½-.45
Half-blood clothing .....	.38
Three-eighths staple graded .....	.38
Three-eighths clothing .....	.33
Quarter-blood staple graded .....	.36
Low Quarter-blood .....	.28

**TEXAS 12 MONTHS, Clean Basis**

Choice .....	\$.45
Average .....	.42½

**FLEECE WOOLS**

**FLEECES, Clean Basis**

Delaine, graded .....	.45-.47½
Half-blood staple .....	.40
Three-eighths staple .....	.37
Quarter-blood .....	.34

Accumulations of wool in the West are now being rapidly cleared at advances of from 2 cents to 5 cents per grease pound over prices obtainable in July.

## Settlement Prices on Cooperative Wool

### How Prices on Individual Clips Are Determined—

#### The National Unit Marketing Plan

SOMEONE has said that "no institution is sacred, no matter what its prestige and reputation, if it fails to respond in its functioning to modern requirements." SERVICE is the basis for all modern business. On the quality of the service rendered will depend to a large extent the success of any modern business venture.

The National Wool Marketing Corporation was organized to meet the needs of a great national industry. It will grow in strength and influence in ratio to its ability to render satisfactory service plus returns. Hence, the high importance of effecting all economies that will enable the Corporation to operate on as an efficient a business basis as possible. This requires not only ability to market wool at its value, but also the practice of economy in every branch of its activities.

We are in the midst of a period of intense world competition. Every civilized country is seeking new outlets for the products of its soil and labor. In this struggle for existence and supremacy, the elimination of unnecessary expense in distribution is essential. In the woolen industry mill operators as well as the growers who give careful thought to their problems now realize that the shortest cut from the shearing pen to the mill, with the least expense tacked on the wool enroute, is best for both.

The practice heretofore pursued by the National of rendering exhaustive individual account sales to its 35,000 shippers, has been of necessity costly. Few, if any, outside of the organization can have the slightest

idea of the labor and time consumed in this work. The delay in rendering these accounts has resulted in dissatisfaction among the growers and much unfavorable comment. Seriously doubting the value of such exhaustive reports when measured against the costs involved, the directors of the National, with the approval of a large majority of the National's cooperative stockholders, have devised a new plan for accounting to the growers for their 1932 wool shipments. This is called "The National Unit Marketing Plan" and is explained as follows:

#### The National Unit Marketing Plan

1. Individual clips will be examined at shearing time by experienced wool men, as heretofore.

2. Commodity advances, based on such field examinations will be made, as heretofore, to growers desiring them.

3. The wool will then be shipped to the National through the growers' respective cooperative associations as in the past.

4. On arrival in Boston, each clip will be again examined by a number of appraisers, known throughout the wool trade for their experience and ability. Absolute impartiality in their appraisals is guaranteed.

5. Following such examination, a letter will be written to each shipper reporting the findings of the appraisers.

6. Each individual clip, thereupon, is placed in one large National "line."

7. On or about November 1st each year, or as soon as conditions may permit, a certificate will be issued to each grower-shipper. This certificate will show the estimated value of his clip, and payments made against this value by reason of preshearing advance, interest thereon, commodity advance, transportation charges and commission.

8. The wool will be sold, converted into cash, and this credited to the growers in exact proportion to the values placed on their respective clips in their certificates. From time to time, as sufficient quantities of wool have been sold and sufficient cash received to permit so doing, further payments will be made to the growers.

Under this plan it should be thoroughly understood that the certificate value is a factor only, as the final returns will be determined by market conditions and values obtained. These may be greater or smaller, depending upon market trends. The grower who produces a superior clip need not feel that his wool will be thrown into a common "jack pot" or that he will receive the same average price as the grower producing inferior wool. Every grower will receive credit for the exact quality of wool he ships, based on most careful appraisals.

What this plan will accomplish is to eliminate the heavy expense incident to the handling methods heretofore in vogue. To render detailed individual reports



and account sales has involved voluminous interest calculations with resultant large clerical expense. A very considerable saving will be made under the present plan. Interest on the commodity advance, or charges for excess storage and insurance will not be assessed directly as heretofore against the individual grower whose wool may have been held beyond the six-months period. This cost will be charged against general operations.

The marketing of some clips early in the season, while others have had to be held for later disposal, has resulted in much dissatisfaction in the past. The National, as a wool merchant catering to the needs of its mill customers, must sell wool in an orderly manner throughout the season. It cannot offer a line of wools and expect the mills to buy such a line if it is not the kind of wool the mill wants at that particular time; selection must be left to the mill. This, naturally, has resulted in some clips being sold early while others have had to be held for a greater length of time, and subject to excess storage, insurance, and interest charges. This dissatisfaction will be overcome under the new plan.

Inasmuch as each local cooperative is permitted to handle wool for non-members, if not in excess of the amount handled for members, it will be possible for individual growers to ship their wool to the National to be handled as individual lots, at the National's fixed charges. Any profit resulting from the handling of such individual lots for non-members will accrue to the

benefit of the members. This will also apply to cooperative associations which may not desire to come under the new plan.

All growers who are members of cooperative associations coming in under this plan, will participate in any price advances occurring during the season, in proportion to the appraised value of their respective clips. For example: John Smith's clip is appraised at 16 cents per pound; Tom Brown's clip is appraised at 12 cents. Assuming that at the end of the season, or after all wool received in any one year has been sold and delivered, the surplus cash in the National's treasury is sufficient to pay a dividend of 25 per cent above the appraised values of all clips shown in the certificates issued, then, John Smith will receive a dividend of 4 cents per pound on his clip, while Tom Brown will receive a dividend of 3 cents per pound. It should be clearly understood that such "dividends" can only be declared after the total face value of all certificates issued has been paid to the growers participating in this plan. This system of distribution has helped to build strong cooperative associations wherever it has been applied, and is, of course, in accordance with true cooperative principles.

The National feels that this plan is a step forward in the efficient and economical handling of wool and, therefore, commends it to be favorable consideration of growers everywhere.

## Price Changes in Live-Stock and Meats

FIGURES in this article show the Chicago prices in August, 1932, and 1931 on representative classes of livestock and dressed meats, also Chicago prices on meat at retail.

In connection with the price trend, it is valuable to have in mind that receipts for the first seven months of 1932 at 61 public markets, as compared with the same period of 1931, show the following declines:

Cattle .....	10.9%
Calves .....	9.6%
Hogs .....	6.1%
Sheep and Lambs .....	5.2%

We attempt no discussion at this time as to the presence or lack of relationship between supply and demand.

### Chicago Livestock and Meat Prices

CATTLE	1932 Aug. 27	1931 Aug. 29
Good steers .....	8.10	8.92
Good cows .....	3.92	4.80
Hogs, medium weight, 220-250 .....		

Good and choice .....	4.62	6.52
Lamb, 90 lbs. down .....		
Good and choice .....	5.85	7.70
DRESSED (Wholesale)		
Steer beef, good 550-700 lbs. ....	14.25	15.75
Pork, fresh loins 10-12 lb. ....	13.65	23.10
Hams, smoked No. 1 ..	14.00	21.50
Lamb, 38-lb. down-good ..	14.00	15.90
RETAIL (1)		
BEEF	1932	1931
Sirloin .....	33	40.5
Chuck roast .....	18	26.5
PORK		
Chops .....	26	30
Hams, whole .....	17	26
LAMB		
Loin chops .....	27	37.5
Rib chops .....	20	27.5
Stew (breast) .....	10	16.5

(1) All retail figures for Aug. 15, 1932-31.

## Correction

HON. SCOTT LEAVITT, member of the Public Lands Committee of the House of Representatives, has called attention to a mistake that occurred in an article entitled "Bills Affecting Grazing

Lands," written by Grace V. Smith of Montrose, Colorado, and printed in the July issue of the National Wool Grower (page 16).

The statement on which correction is asked was:

This brings us to the consideration of another bill which is being pushed for passage and which is frankly bureaucratic. If this bill becomes a law, it may make the passage of the Garfield bill difficult. This is the bill introduced by Mr. Leavitt, H. R. 11816, "To stop injury to the public grazing lands by preventing over-grazing and soil deterioration, to provide for their orderly use, improvement and development; to stabilize the livestock industry dependent upon the public range, and for other purposes"—all of which is admirable.

In the sentence, "This is the bill introduced by Mr. Leavitt, H. R. 11816," the name of Congressman Don B. Colton of Utah should replace that of Mr. Leavitt.

The bill introduced by Mr. Leavitt would authorize the creation of community grazing areas in Montana, similar to the Mizpah-Pumpkins Creeks Grazing District. Mr. Colton's bill is the general grazing bill.

# The North Dakota Lamb Feeding Contract

THE demand continues this year for fair styles of contracts between range men and farmer-feeders, for the finishing of lambs.

In the past two years large numbers of western lambs have been fattened in central states under different styles of contracts. There has been some dissatisfaction on both sides, though in general the outcome has been good, as evidenced by willingness of both range men and feeders to continue relations.

A number of contract forms were printed in the Wool Grower last year, but we have been unable to secure useful reports from any of the parties as to how things worked out at the close of operations.

Other forms of contracts pro-

posed for use this season will be printed in coming issues of the Wool Grower. We print here a revised form of contract received from officials of the agricultural development department of the Northern Pacific Railroad. Messrs. Haw and Dexter of that department have been active for two seasons in promoting and directing cooperative feeding, as a service to range men located on the western portion of the Northern Pacific and to farmer-feeders along the lines in North Dakota and central Minnesota.

Two years' extensive experience has been relied upon for the development of the following form of contract offered for use in the finishing of 1932 lambs:

## LAMB FEEDING AGREEMENT

Adopted by the North Dakota Lamb Feeders either the West Fargo or South St. Paul Contract Committee at their Meeting in Fargo, July 20, 1932

THIS AGREEMENT, made and entered into this \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_\_\_, by and between \_\_\_\_\_ of \_\_\_\_\_, hereinafter designated and referred to as "First Party" and \_\_\_\_\_ of \_\_\_\_\_, hereinafter referred to as "Second Party."

WITNESSETH: That for and in consideration of the sum of One Dollar and the promises herein interchanged and other valuable consideration passing from each party to this agreement to the other, it is agreed as follows:

1. That First Party will deliver to the Second Party \_\_\_\_\_ (more or less) head of feeder lambs for feeding purposes between the \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_\_\_, and the \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_\_\_, on the conditions as herein agreed.

2. That First Party will deliver said lambs to Second Party on board cars at \_\_\_\_\_ and that said lambs at the time of delivery will have been separated from their mothers and off feed and water twelve hours immediately preceding weighing and that First Party will weigh said lambs with fleeces dry; that First Party will allow a shrinkage on the original weight of the lambs as follows: 5 per cent shrinkage if the lambs are finally marketed at

market and 7 per cent if marketed at Chicago.

3. That First Party will advance freight and feed charges enroute on said lambs between the loading point and Second Party's feed point.

4. That said lambs when delivered will be in a merchantable condition with all bums and culls out and the minimum weight of each lamb will be not less than 45 pounds and the average weight of the lambs delivered will not in any event exceed 65 pounds. Health certificate will accompany each shipment.

5. That Second Party will take possession of the lambs at the loading point and where he is not present to act personally, hereby constitutes the Northern Pacific Railway Company or representatives designated by it for that purpose as his agent for the acceptance at said point of said lambs as conforming to this agreement.

6. That Second Party does agree promptly to unload said lambs at \_\_\_\_\_ and properly feed, water, shelter and care for such lambs on his farm \_\_\_\_\_ miles from said unloading place until fat for market.

7. That Second Party will pay all expenses for feed, water, shelter, labor, veterinary services for said lambs and taxes, if any thereon, after unloading for feeding by Second Party and until reloading for ship-

ment to market and in case of his failure to pay the same, the First Party may advance said amounts and the amounts so advanced shall be deducted from the amount due Second Party under the terms of this agreement.

8. It is mutually agreed that initial weight of lambs shall be the weight obtained according to the provisions of pp. 2, above. That the final weight shall be the selling weight at the market where sold. That the pounds of gain shall be the difference between the initial and final weights.

9. That the gross proceeds of the sales of all lambs shall be divided between First and Second Parties as follows:

a. The first deduction from the gross sales proceeds to be an amount equal to 3 cents per pound on the initial weight. This amount to be set aside for First Party.

b. The second deduction to be 6 cents per pound for the gain put on by Second Party for all lambs selling in the "shipper or packer top" classification. The market price of the lambs shall be the price for the gain on all lambs failing to make the "shipper or packer top" grades. This deduction to be set aside for the Second Party.

c. The third deduction shall represent the rail transportation costs, the marketing costs and a charge of 10 cents per head for supervision of feeding by First Party.

d. After making the deductions under a, b, and c, above, from the gross sale proceeds, any remaining proceeds shall be divided 60 per cent to First Party and 40 per cent to Second Party providing 85 per cent or more of lambs sell in "shipper or packer top" classification. In case the per cent of lambs in "shipper or packer top" grades falls between 75 and 85 per cent, the division of remaining proceeds shall be 70 per cent to First Party and 30 per cent to Second Party. In case less than 75 per cent of lambs make the "shipper or packer top" classification, all of remaining proceeds shall go to First Party.

e. If after making the deductions referred to under a, b, and c from the gross sale proceeds, a minus figure represents the remaining proceeds, this deficit shall be made up as follows: If 85 per cent or more of lambs sell in "shipper or packer top" classification, then 80 per cent of the deficit shall be borne by First Party and 20 per cent by Second Party. If less than 75 per cent grade "shipper or packer top," then 70 per cent of the deficit shall be borne by First Party and 30 per cent by Second Party. If less than 75

per cent grade "shipper or packer" top, then the deficit shall be divided equally between First and Second parties.

10. IT IS FURTHER AGREED: That title of said lambs shall remain at all times in name of First Party.

11. That on all shipments of lambs to market by Second Party prior to final shipment, the commission agency or packing company handling sale of lambs shall hold a sufficient sum in escrow to protect both parties in the fulfillment of the contract by either party. Upon the marketing of all lambs under this contract, the commission agency or packing company will render a statement of settlement to both parties and forward the remaining moneys due each party, direct to that party.

12. That the party of the First Part shall designate the time or times of marketing, marketing point, the commission house through which the lambs are marketed or the packing house to which the lambs are sold, and will market said lambs only through a reputable commission firm or firms or direct to packers.

13. That First Party shall make at least three visits to feed-lot of Second Party during the feeding season to supervise feeding operations, or shall employ a competent supervisor to make such visits. Payment for such supervision shall be made as specified in pp. 8-c. If at any time in the opinion of First Party, the lambs are not being properly cared for, he may serve notice on Second Party to surrender said lambs to First Party and upon service of said notice, this agreement shall cease and be at an end. In the event said agreement is thus terminated:

(a) First Party shall have the right and privilege to ship said lambs to terminal market and settlement to be made as specified in paragraph 8, or

(b) First Party may select another feeder in the community to finish lambs. Said lambs shall be weighed on nearest scale and from the resulting weight 4 per cent shrink shall be deducted. Second Party shall be compensated for gain in weight at the rate of \_\_\_\_\_ cents per pound.

14. That if the feed which will be fed to said lambs be mortgaged, Second Party will secure the signature of the mortgagor to the release of the mortgage attached to this agreement.

15. That Second Party will deliver said lambs f. o. b. cars for shipping at the point where said lambs were unloaded for feeding, at such time or times as directed to do by the First Party. Unless First Party is terminating agreement as specified under paragraph 12, due to improper care of lambs by Second Party, then lambs selected and marked for immediate shipment by First Party or his agent shall be considered "packer top" lambs.

16. If Second Party delivers all or any part of said lambs to the West Fargo market by truck, he shall pay all truckage charges incurred in such delivery. Further, in the case of such truck delivered lambs, the shrinkage allowance on the original weight mentioned in pp. 2 above, shall be 2 per cent of the original average weight.

17. That since performance of this agreement is conditioned upon the ability of the First Party to secure the lambs to

be delivered under this and similar agreements to feeders, it is agreed by the Second Party that in case the First Party for any reason is unable to secure the lambs for fulfilling this agreement that he shall be relieved from performing the terms of this agreement and said agreement shall be at an end providing First Party gives Second Party written notice within \_\_\_\_\_ days of the date of this agreement.

Signed: \_\_\_\_\_

## COMMENT ON FEEDING CONTRACT

By A. J. DEXTER

THE price to be paid for the pounds of gain is by no means the only important factor in a feeding contract. Regardless of the type of contract used, important consideration should be given by both feeder and grower to the following additional points:

1. Integrity and reputation for fair dealing of both owner and feeder of lambs.

2. Weighing in and weighing out point and conditions relative to over-night shrink, fill, etc.

3. Allowance for shipping shrinkages.

4. Allowance for death loss.

5. Division of freight, marketing and supervision costs.

6. Quality and weight of lambs.

7. Settlement and payment handled by neutral party.

8. Penalty for failure to fatten lambs properly.

The terms of any feeding contract should be specific and cover the points which might cause misunderstanding and dispute if unprovided for. Early contracts used in the Red River Valley were very simple in form. Experience has shown the need for more complete agreements. For instance, if it becomes necessary to move a bunch of lambs from one feeder to another, the authority to do so and the method of settlement must be definitely specified. All contracts give the owner of lambs complete authority to ship to market at his discretion and most contracts penalize the feeders unless "top" lambs are delivered at the market. Yet few, if any, contracts protect the

feeder if the owner shows poor judgment in sorting out the fat lambs at the feeder's yards, or arbitrarily decides to ship just to clean up his lamb feeding operations. In either case, serious trouble may result unless this contingency is foreseen and provided for in the contract. Simplicity in a contract is nice, but more complete contracts avoid trouble.

Casual reading of the contract presented on page 23 will bring the immediate criticism—too complicated. Careful analysis, however, will bring the conclusion, that this is a fair and equitable contract, the result of contract feeding experience with large numbers of owners and feeders; a contract, which is not a breeder of misunderstandings and lawsuits; a contract which fairly divides the risks and the profits or losses regardless of the final market price on fat lambs.

Unquestionably, a more important point than the contract itself, is the selection of the feeders. The adjoining farmers with the same amount and quality of feed, same equipment and all other conditions equal, may secure entirely different results in fattening lambs. One has the innate ability to do the job, the other is a day or two late in increasing, decreasing or changing his feed. No rule of thumb can be laid down in selecting contract feeders, especially when dealing with farmers who have had little lamb feeding experience. Yet if sufficient time is spent on the farm to note the condition of all other livestock, the condition of buildings, fences, yards, etc., to talk to other people who



have had dealings with the prospective feeder, especially financially, and to find out if the farmer spends more time out caring for his livestock in the worst kind of weather than he does ordinarily, few mistakes will be made in the selection of men.

Supervision of feeding operations by the owner of the lambs, either personally or through a well-informed representative, is absolutely essential. Sixty to 70 per cent of the well selected feeders will do a good job without supervision—an excellent job with helpful supervision. It is the other 30 to 40 per cent who need intelligent advice given frequently and who need the moral support that they are doing the job right. An untactful supervisor is worse than none. A supervisor who simply expounds his knowledge of feeding, but never jumps in and helps clean a tank or trough, soon becomes an unwelcome visitor. Last but not least, the nagging supervisor ruins all chance of getting a feeding job well done.

Contract feeding is not a new idea. In these days of low livestock prices and restricted credits, it is simply a form of barter. The grower is simply trading part of his livestock to get the balance fattened. Mutual understanding and good faith in one another are essential for success. Unfair contracts to either party result in laxity or engender a desire on the part of the injured party to get even. The two years' work with feeding contracts in the Red River Valley with a large number of farmer feeders has been an outstanding success. This section of the country is unique in this respect. Not one single feeder has ever failed to send to the market at least the original weight of the grower nor has a grower ever found it necessary to resort to law to settle contract disputes because the very few misunderstandings which have occurred were minor in character. This is an enviable record and indicates good leadership and fair dealing on both sides.

In fact, contract feeding should

not be undertaken by growers who have no knowledge of feeders' costs and expenses, nor by feeders who lack knowledge of the value of the growers' livestock. The more each party knows about the other's costs and risks, the easier it is to arrive at satisfactory and workable contracts. To help bring about this understanding, the agricultural department of the Northern Pacific Railway has for two years kept accurate

records on gains, shrinks, death losses, feed and marketing costs, per cent of market topping lambs and average sale price. Each year this has been published in bulletin form. This year's publication is entitled "North Dakota Farmers Fatten Oregon and Montana Lambs." A copy may be secured by addressing the agricultural development department, Northern Pacific Railway, St. Paul, Minn.

## How the Contract Works Out

The following examples illustrate what the returns to both the feeder and the grower would have been last year if the contract printed on page 23 had been used. The examples are based on records obtained from actual feeding results.

### Example No. 1

(Based upon the average results of 48 feeders who fed 23,000 lambs in 1931-32. Average selling price of the fat lambs \$6.04 per hundredweight.)

Car 320 lambs, weight 18,080 lbs. at range point.	
5 per cent shrink—904 pounds.	
Initial weight to feeder—17,176 lbs.	
@ 3 cents.....	\$ 515.28
4.87 per cent death loss or 16 lambs	
304 lambs, wt. 24,624 lbs., delivered at market @ \$6.04.....	1487.29
Gain 7448 lbs. @ 6 cents.....	446.88
Freight .....	\$220.00
Market cost .....	70.00
Sup. @ 10c per head.....	32.00
	<u>\$322.00</u>
78 per cent fat lambs.	
Gross Sale Proceeds.....	\$1487.29
Inventory deduction for	
Rancher .....	515.28
	<u>972.01</u>
Gain deduction for feeder.....	446.88
	<u>526.13</u>
Expense deduction .....	322.10
	<u>\$ 204.13</u>
70% to Rancher.....	\$142.89
30% to Feeder.....	62.24
Total to Rancher.....\$515.28 plus	
\$142.89 .....	\$ 658.17
Total to Feeder..... 446.88 plus	
\$62.24 .....	509.12
Rancher received on original weight—\$3.64	
per hundredweight.	

### Example No. 2

(Based upon the average results of 26 feeders in 1931-32. Average selling price of the fat lambs \$5.92 per hundredweight.)

Car 300 lambs, weight 20,640 pounds at range point.	
5 per cent shrink—1032 pounds.	
Initial weight to feeder—19,608 lbs.	
@ 3 cents.....	\$ 588.24
2.81 per cent death loss—8 lambs.	
292 lambs, weight 25,287 lbs., delivered at market @ \$5.92 ..	1497.00
Gain 5679 pounds @ 6c .....	340.74
Freight .....	\$179.80
Market cost .....	70.00
Sup. @ 10c per head.....	30.00
	<u>\$279.80</u>
99.8 per cent fat lambs.	
Gross Sale Proceeds.....	\$1497.00
Inventory deduction for	
rancher .....	588.24
	<u>908.76</u>
Gain deduction for feeder.....	340.74
	<u>568.02</u>
Expense deduction .....	279.80
	<u>\$ 288.22</u>
60% to Rancher.....	\$172.93
40% to Feeder.....	115.29
Total to Rancher.....\$588.24 plus	
\$172.93 .....	\$ 761.17
Total to Feeder.....340.74 plus	
\$115.29 .....	456.03
Rancher received on original weight—\$3.69	
per hundredweight.	

# With the Women's Auxiliaries

## "Eat Lamb for Health's Sake"

### "Wear Wool for Health's Sake"

THE Washington Auxiliary wishes to send greetings to all the Auxiliaries and to express its appreciation to the National Wool Growers Association for the page in its magazine given to auxiliary activities.

Since September is the month in which our Auxiliary resumes its activities, we are again busily planning our advertising and publicity to be carried on during the Washington State Fair held in Yakima, from September 12th to 17th and the Western Washington Fair held at Puyallup, September 19th to 25th.

A year ago Mr. J. F. Sears, secretary to the Washington Wool Growers, suggested that the Auxiliary have a concession at the state fair, selling lamb hamburger sandwiches. Margret Rennie, daughter of Mrs. James Morrow, state president of the Auxiliary to Washington Wool Growers, suggested we say "lamb-burger sandwiches" instead of lamb hamburger, so that name was adopted and is a registered trade mark belonging to the Auxiliary to Washington Wool Growers. This created a great deal of interest in the use of lamb and we were able to distribute much literature about lamb and its uses to the public.

This year we are planning on an enlarged concession. The Auxiliary to Washington Wool Growers has reserved the exclusive right of selling lamb-burger at the Washington State fair. All meat markets in Yakima now carry lamb-burger and report an increased demand for the product.

Through requests from friends for wool batts the Auxiliary conceived the idea of sending wool and having

it scoured and made into batts. Two years ago we had our first booth at the state fair in which we displayed all kinds of wool from the raw to the finished product. We financed this booth through the sale of the wool batts. Last year through the courtesy of Mr. Stanley Coffin we were given the opportunity of selling blankets in our booth and we found a ready sale for them. All the clothing stores in Yakima have given us very splendid cooperation, furnishing us displays of all the woolen articles and merchandise which they carry.

Mrs. W. A. Roberts.

## Summer Activities of Idaho Falls Group

IT has been some time since you heard from the Idaho Falls group; nevertheless we have been active during the summer months.

The annual children's picnic was held just before the 4th of July, with about 35 children in attendance. All of them received balloons, prizes, and all the other trimmings that go with such a celebration, and to all appearances had a very enjoyable time.

The quilt patches are being turned in now and from the looks of things, it will not be long before the Auxiliary has a very beautiful quilt in its possession.

Each year there is a Women's Camp held up around Yellowstone Park. The club members aim to attend each year in a body. A number went from here this time and all reported having a very good time. Each year more and more attend.

All members are now working to get a display ready for the South Eastern Idaho Fair, which is to be held the last of September. Last year we staged a lamb demonstration, but this year our idea is to

boost wool. We will send a report of our booth for next month. One of our ideas is to make soap from tallow and give little samples away.

A new unit of the Idaho Auxiliary is under way at Sugar City. There are a number of women up there that are real good boosters for the sheep and wool industry and we welcome them. Best wishes and success to Sugar City and to their undertakings.

Idaho Falls Auxiliary,  
Mrs. Leon Contor.

## Fountain Green [Utah] Unit Works With Wool

SOME time in May the Ladies Auxiliary of Fountain Green, Utah, had a Wool Gathering Day, and secured eighteen or twenty fleeces, for the purpose of having the wool made into yarn and arousing interest at our regular meetings in the knitting of afghans.

We found that there were no mills in the state that make yarns, and that it would not be profitable to sell the wool for six cents and buy yarn at six or eight times that price. Then the idea came to us to have the fleeces made into batts and raffle them at a price per chance that would net us a little money, and also do some good in advertising. We did this and had a very successful sale.

On August 24 the Wool Growers put on a very successful lamb barbecue. The Ladies Auxiliary furnished the rolls and served a large number of people with the "free" barbecued lamb. At night a very enthusiastic crowd of people enjoyed dancing, and at that dance the wool batts were the added attraction.

We also had a very attractive window display of wool at the leading dry goods store.

Mrs. Chas. R. Coombs.

## The Feeder Lamb Situation

IN the opinion of a majority of those connected with live mutton trade, fewer lambs will be finished during the coming winter, taking the country over, than during the previous corresponding season. The decrease is put as high as 20 and as low as 10 per cent, based on the theory that the western crop was short of that of 1931 in a numerical sense, that the proportion of thin lambs will be smaller and that buying power in feeding circles has been restricted. The latter handicap is being reduced, however, as money for acquiring feeding lambs becomes more accessible, facilities for putting stock into feeders' hands on contract expand, and feed conditions improve.

Up to the end of August the movement from central markets to feed lots was light and direct from western pastures to feed lots of negligible volume. Western lambs reached the market carrying considerable weight, or more than feeders cared to absorb, the result being that until late in August, killers had access without serious competition to the great bulk of the western lambs reaching the markets, but as weights fell and money became more accessible country competition was accentuated, feeders paying \$4.75@ \$5.10 at Chicago for the bulk of their purchase and up to \$5.25 for light lambs. September is expected to develop a broad trade and doubtless will as the whole Mississippi Valley is reveling in feed that can have no other reliable outlet than at the stockyards. September found the corn crop made, a large portion of the 1931 corn yield still in the crib, while other grains, such as beans, oats, and barley were plentiful and hay a veritable drug. Meanwhile stock and feeding cattle have worked to levels that are considered dangerous by many, \$6 to \$6.50 being paid for good yearlings and as much for calves.

The first problem to consider is the proportion of the September to

November lamb supply likely to be available for feeding purposes. This will depend to some extent on weight, as killers can use the heavier types while feeders are reluctant to take them on. Condition is another factor, the crop, advertised early in the season as being due to reach the butcher in good flesh, showing signs of being dried out. It is a logical assumption that fewer lambs will go into feeders' hands than a year ago, both on contract and ownership basis. Some people in the trade put the decrease as high as two million head.

In addition it will be necessary to perpetuate the industry to hold back a large percentage of ewe lambs dropped in 1932 to replace worn-out stock. Reports from some sections of Montana are that 50 to 65 per cent of ewe bands are four years old or more. Obviously the only remedy is replacement as a hard winter would partly paralyze the industry.

Various rumors are afloat as to the number of contract lambs likely to be moved direct from pasture to feed lot. Demand is unlimited; probably every lamb dropped in the West could have found a feed lot location regardless of weight or condition, if the call had been met. Commission house correspondence has been freighted with information as to where lambs could be had. Some of those who put stock out on contract in recent years have had enough of the uncertainty and loss inseparable from the operation, which is pregnant with grief, but by the end of October it is probable that several hundred thousand lambs will have been placed on the contract plan. Montana will furnish about 300,000 head, or a large percentage of the output of that state, probability being that 100,000 will go to Indiana. Iowa and Illinois may get 75,000 to 100,000 each from Montana, but at this writing such estimates are unreliable and wholly speculative.

Chicago's financial troubles have

created difficulty in getting feeding lamb loans there. At interior points all over the farming area bank facilities have been seriously crippled at a moment when money is needed in large volume to carry on livestock feeding operations. Nature, running true to form, has filled the hopper with a bounteous harvest that will have scant value unless reduced and converted into marketable form. Oats at 10 cents per bushel with a prospective market for new corn at 20 to 25 cents, if not less, reveals what the farmer is up against. Conversion into meat is his only hope.

Contention may be made that \$5 feeding lambs, Chicago basis, are out of line with \$6 fat lambs, but gains may be made so cheaply and so essential to revenue production is the conversion process that this objection is easily overcome. New conditions are not understood nor accepted. In support of a \$5 feeding lamb market is the prospect, if not certainty, of reduced winter production, improvement in wool, and by-product prices, all of which were practically valueless at one time.

Credit corporation set-ups may relieve the financial situation before the season for moving lambs is over. Government agencies are being organized for that purpose but so far as the average farm feeder, these relief sources mean little as they are outside his reach. However, between present facilities and such accessions in the way of money supply as may be forthcoming recent obstacles are being overcome.

An advance in fat lamb prices during the next 60 days would exert a confidence-inspiring influence in feeding circles. If, as is probable, the proportion of thin lambs reaching the markets during the next few weeks is larger than expected and the fat end is correspondingly decreased a spread between the two grades could be developed. Feeders are always partial to spreads and nothing encourages investment in thin stock more than an improved prospect for marketing the finished product.

J. E. Poole.



# The Lamb Markets in August

## Some Market Figures

INTERESTING facts are shown in the figures of the table in this article.

In the first place, there is a decline of 8 per cent in the receipts of lambs at seven large markets since May 1, from last years' figures. For August alone, the shortage was 7 per cent.

### Lamb Marketing and Slaughter in 1931 and 1932

	RECEIPTS						Federal Inspected Slaughter for May, June and July	
	1932			1931				
	May, June & July	August	Total 4 Mos.	May, June & July	August	Total 4 Mos.	1932	1931
Chicago	767,293	382,356	1,149,649	836,750	350,603	1,187,353	684,636	717,243
Kansas City	483,330	109,948	593,278	539,819	134,138	673,997	362,634	358,237
Omaha	448,150	236,831	684,981	709,945	404,583	1,114,528	388,522	497,757
St. Joseph	278,178	101,396	379,574	376,553	137,850	514,403	(1)	302,663
Denver	498,945	250,158	749,103	253,517	144,831	398,348	(1)	50,978
Buffalo	132,936	79,337	212,273	154,081	83,930	238,011	23,138	26,680
St. Paul	114,565	169,585	284,150	102,286	171,953	274,239	83,995	71,964
TOTAL	2,723,397	1,329,611	4,053,008	2,972,991	1,427,888	4,400,879	1,867,339	1,900,824 (2)
Ft. Worth	535,127			486,110			324,414	228,943
New York							750,547	753,761
TOTAL UNITED STATES							4,356,278	4,451,230

(1) Not given separately.

(2) Not including Denver and St. Joseph.

In four months' marketing of 1932 lambs Denver has almost doubled its receipts of 1931. Omaha has received little over half as many as last year. Kansas City and St. Joseph also show declines, doubtless due, in part at least, to the cancellation by the railroads, on January 25, 1932, of the change-of-ownership rule at the river markets, while it was left in effect at Denver.

Receipts at Ft. Worth materially increased this year.

Reports of federal inspected slaughter for August are delayed. For the first three months' business on this year's lambs, there is a falling off in slaughter at five large markets, shown in the table, of only 33,500. New York has declined but slightly in slaughter for the three months, but the country as a whole shows a loss of 95,000. The fact that slaughter figures have held up more than have market receipts evidently is due to there being a much larger proportion of fat lambs in this year's shipments. This must mean a more marked shortage of killing lambs later in the season.

### Chicago

FAT lambs dropped to the low spot of the season during August, feeders climbed to the highest level. At that price mutations were not serious. At the present basis a difference of 25 to 50 cents per hundredweight, either way, means much

so far as net returns are concerned. Whatever may have happened, August was an unsatisfactory period at the live mutton market. Dressed trade blew hot and cold alternatively, but as no loud protest came from the killers' camp it is reasonable to assume that they got their money back.

Under new and present conditions, anything like definite determination of sheep and lamb supply on a per head or tonnage basis for any stated period is impossible as the movement has been subjected to radical changes. Denver, for instance, has suddenly jumped into the fore front of the market circle, yet Chicago is dependent daily on lambs sent direct to packers from that market for slaughter. An increase of substantial character in native lamb production is obscured by truck transportation, which carries thousands of lambs daily elsewhere than to the central markets. Other than federal slaughter statistics, no reliable tabulation of live mutton supply now exists and that possesses defects. However, the trend of production is at the contraction stage of the cycle and probably will be from now on.

July and August market receipts and slaughter were somewhat below the figures of the corresponding period of 1931 and it is inevitable that 1932 will show further diminution, this opinion being predicated on certainty that winter feeding operations will be on a curtailed numerical scale. Receipts of sheep and lambs during the first seven months of 1932 at nine principal markets, Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul, Denver, and Fort Worth were 9,171,962 head, or 505,765 less than in 1931, but during the same period slaughter under federal inspection aggregated 10,398,419 or 482,233 more, a discrepancy of about one million head that can only be explained by a change in routing to the slaughter house. Obviously federal slaughter figures are the most reliable production record.

August opened with \$6.25 the popular price for western lambs,

packers taking practically the entire crop as second cuts of westerns carried excessive weight for feeders, and killers were able to cash the product of cheap lambs advantageously. During the first short week of the month prices fluctuated somewhat violently. Native lambs went to \$6.75 but dropped to \$6.25, the lowest level in several weeks. Westerns at \$6.10 were superior to similar stock at \$6.50 a week earlier. The first Wyoming lambs of the season to reach Chicago sold at \$5.50, the feeder end being sorted off at \$4.50. Bulk of western lambs, mainly Washington and Idahos, sold in a range of \$5.50@6. Natives at \$6.25 to \$6.50 were in a class by themselves, warranting payment of a premium by city butchers. Bulk of the native lambs sold at \$5.50@6.25. Outstanding range ewes sold at \$3; bulk of the native ewes at \$1.50@2.25. A few feeding lambs sold at a flat price of \$5.50.

At the end of the month, choice lambs were steady; others weak. Western lambs bulked at \$5.50@5.90; natives selling mainly at \$5.50@6, picked lots scoring at \$6.25@6.50. Good range lambs under moderate sorts had to be content with \$6.50. Feeder trade picked up, light western black-face lambs reaching \$5.25, a 75-cent advance compared with early August, the long string selling at \$4.75@5.15. Yearlings were practically absent. For choice 133-pound range ewes, \$2.50 was paid. Most of the fat ewes cashed between that figure and \$1.50.

Among the major features of the month were the large percentage of lambs that could have consistently gone back to the country converted into meat, deterioration of western lambs which did not live up to their reputation for sap and condition, competition on choice native lambs and scarcity of that class of stock. Killers frequently bought western lambs straight, or with light sorts, as there was no incentive on the part of salesmen to prepare feeder packages. A daily scrap between packer buyers and city butchers over the few quality native lambs available

enlivened the session, making a specialty trade at \$6.25@6.75 possible when the bulk of the crop sold at \$5.25@5.75, all of which confirms the ancient adage that competition is the life of trade. Dried-out westerns and thin native lambs were invariably a bad selling proposition, but had an outlet, "at a price."

Trading methods have aroused both surprise and criticism with veteran traders. One result has been delay in getting the crop over the scales. Once in an alley a buyer assumes to hold it indefinitely or until he is ready to release his claim, an obvious absurdity, although the practice rarely encounters contest. Having secured a price on a load of lambs, the prospective buyer announces his intention to "go to the telephone," a mission that may consume anywhere from ten minutes to several hours, according to the necessity of the alley-holding individual. In this manner trading not infrequently continues much of the day, each party to the operation striving to wear his opponent down. By this method the salesman usually asks more than he expects while the buyer bids "away down," unless he happens to need the stock right away. Of course the salesman has the excuse that he is holding out for the last nickel while the alibi of the buyer is that he is endeavoring to "save the house a dollar." A bunch of school boys could handle the operation more expeditiously, if not satisfactorily to all concerned, making it possible to conclude the bulk of the day's business at a seasonal hour.

The mildly sensational scrap over a relatively small number of native lambs requires elucidation. For many years western lambs have been considered superior to the great bulk of natives, an occasional package of the latter taking a premium, but this season both packers and city butchers have become partial to natives at prices 50 cents to \$1 above westerns. One explanation gleaned at the sheep house is that natives are sappier and better worth the money; another that city butchers had previously been permitted to "grab off" a percentage or rather the pick

of the native supply without competition, whereupon packers decided that they were getting something, and applied the only corrective for such a situation, marking up prices, which enabled them to get their share. One wise guy said: "Choice native lambs are worth more than the best westerns on a merit basis. They yield well, cut up superbly, and are ideal for a certain trade. When packers discovered that city butchers catering to this trade were actually excluding them, they decided to go after their share, and choice native lambs promptly went to a \$6.25@6.75 basis, while good to choice westerns sold \$1 per hundredweight lower."

This may be a lucid explanation, but there is another angle worth consideration. Native lambs are a better purchase than a few years back before truck hauling came into vogue. Transported by truck 50 to 100 miles, they reach their destination in the pink of condition, whereas during the era of exclusive railroad transportation tedious delay in transit dried them out. It is not difficult to recall a notable trade event prompting one Chas. Buell, a commission man still in business at Chicago, to assert to the livestock agent of the Wisconsin Central Railroad that he could walk from the company's feeding station at Trevor, Wisconsin, to the Chicago yards in less time than had been consumed conveying a train of sheep consigned to him. A substantial wager was made, Buell beating the train time by two hours. In those by no means remote days, livestock trains moved at snail's pace, a prime lamb degenerating into a cull while in transit; under present conditions the animal reaches the market over distances of 100 to 200 miles as fresh as when driven out of the pasture.

Another radical change in native lamb marketing is short routing from farms to slaughter house, of which Iowa is a notable example. At intervals of a few miles packers have plants where lambs can be processed, the carcasses put into the cooler with maximum advantage and conveyed by refrigerator car any

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distance without deterioration, the logical result being that stock is moved from farm to near-by abattoir rather than by rail over long distances to central markets. This may be construed as hand-writing on the wall, susceptible of intelligent interpretation. At least it is taking care of a considerable percentage of the native lamb crop these days.

There is scant optimism in market circles over price prospects for the rest of the season. Such competition as exists is limited to thin ends of westerns and the pick of the native lamb crop. Packers will take the former at a price insuring profit on conversion; otherwise they can get along without the business. In other words they sidestep feeder competition. Choice native lambs appear to have come into a market of their own; what their performance would be if a large percentage of the crop combined condition and quality may be left to conjecture as such an outcome is inconceivable. However, native lambs are going to the butcher in better condition than formerly as tops can be trucked to a slaughter house; others held for finish. The whole native lamb problem has changed complexion. Possibly as time works along the former cull native lamb raised on the farm will disappear from commercial channels under improved production methods, an outcome that would be satisfactory to all interested. This season physical conditions all over the cornbelt have been ideal for making lambs good, creating certainty of free marketing during the next three months. According to all information available a large percentage of western lambs, the remainder of the crop, will be fat, so that killers will have much to say about determining the course of prices.

Dressed trade has been highly volatile, both at the Atlantic seaboard and interior points. Advances in wool and by-product have improved the strategic position of meat. "Slats," that could not pay freight at one time, are now worth \$1.50 per dozen and pulled wool is moving readily at improving



prices, all of which is of advantage to the live mutton market. At Chicago wholesalers are getting anywhere from \$15.50 to \$17 per hundred for good to choice lamb carcasses; at New York it is a \$15 to \$17 market. The range on wholesale cost of dressed lamb in the carcass is \$9 to \$17 per hundred; on mutton, \$3 to \$8.

Present fat lamb prices are about \$1 per hundred lower than at the corresponding period of 1931; dressed prices are correspondingly lower.

At the market there is reluctance to speculate on possible future price events. Attempts at forecasting have been disastrous to those venturing within that sphere. There is, however, a growing impression that August uncovered low prices for the season.

J. E. Poole.

### St. Joseph

**R**ECEIPTS for the month of August were light, the total being 101,377 compared with 137,850 the same month a year ago. Of the month's total 77,000 were westerns, Idaho and Oregon furnishing about 70,500 of this number. The market for fat lambs during the month, while uneven, did not show any wide fluctuations. Top westerns ranged from \$5.15@6.25, with the top on most days from \$5.25@5.65. The \$6.25 top was paid on the opening day of the month, while on late days best lambs available sold \$5.40@5.50, with choice kinds quoted up to \$5.65. Top natives ranged from \$5.15@6.10, with the close at \$5.50.

Several good strings of westerns sold straight, but most loads were sorted. These outs went to feeder buyers, with demand for feeders improving as the month advanced. Bulk of good feeders sold at \$4.50, with weighty and less desirable kinds \$4.00@4.25. Aged sheep were scarce and the market closes around 25 cents higher. During the month fat ewes sold largely \$1.50@2.00, yearlings \$3.50@4.00 and old wethers \$2.00@2.50.

H. H. Madden.



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## Kansas City

LAMB prices in August fluctuated within a \$1.25 range, and closed the month 75 cents under the high point and 40 cents under the July close. In the first few days of August the market had an upward trend and the high point, \$6.35, was reached August 2. In the next ten days the market dropped 85 cents and then strengthened for a few days but resumed the decline in the third week to bring the top down to \$5.10. In the past ten days prices have rallied about 50 cents. On the close the best offerings were native lambs that brought \$5.60 and had any choice westerns been available, they would have brought \$5.75 or better.

As far as finish was concerned the August run was deficient. Natives, Texas, and Arizonas predominated, and a few loads from Colorado, Utah, Oregon, and Idaho were included. Killers had anticipated that the western range lamb movement would get under way late in the month, but this was not the case and the few western lambs shown were not well finished. Regardless of the lack of quality handicap, the market here held a firm position. Killers did not find enough fat lambs on the market to meet requirements and they bought elsewhere to fill their orders. Shippers were in evidence a good share of the time but lack of finish prevented them from making larger purchases. It is the opinion of the trade that September offerings will grade better.

Taking August throughout, prices were below expectations, especially after the rally at the beginning of the month which revived hopes on the selling side. Hot weather was a depressing influence in the meat end and the rally in wool was not sufficient to have any appreciable effect in the price of lambs, live weight.

Cooler weather will help the market some. Killers have kept their operations well in line with meat requirements and there is no accum-

ulation in storage stocks so that increased consumer demand would be passed on to the lamb market quickly. Many in the trade are of the opinion that September prices will average higher than in the past month.

Arizona had more lambs to market in August than had been expected. They were in fairly good condition and on days offered brought up to market tops. The movement from that state is practically over. Texas is the only western state that has more lambs than a year ago. The bulk of them will be marketed as feeders or contracted as feeders so that from now on fat lambs from the mountain area will have no competition from other lambs on the Kansas City market.

Numerous bunches of fat yearlings, most of them from Texas, sold at \$3.50 to \$4 and they, together with fat ewes at \$1.25 to \$2, made up the greater part of the mutton supply. A few bunches of wethers brought \$2.25 to \$2.85. Larger supplies of mature sheep could have been handled without disturbing the price level, but a material increase would have produced a decline. The fall run will probably carry a minimum of old ewes as range losses in the aged classes were large.

The available supply of feeding lambs for the month sold at \$3.50 to \$4.50, mostly \$4.25. The bulk of them came from Arizona in the past week. The supply was below the inquiry and on that account no very good line on the extent of the demand was indicated. Texas is the only state that will have more feeding lambs this year than last, and because of the shortage in range states the total supply will be much below normal. A good many Texas lambs are under contract for October delivery at \$3 to \$3.50, but the recent trade slowed down when asking prices were advanced to \$3.75 and \$4. Many in the trade anticipate that good to choice feeding lambs at central markets will sell as high per pound as fat lambs. The extent of feeding operations in

the various sections has not been indicated, but on the basis of available feed central states can handle more than they handled last year. As so few feeding lambs have moved thus far this season, the next sixty days are expected to see activity in the trade. Under the Reconstruction Finance Corporation arrangements it is anticipated that feeders will be better financed this coming season than last year and if this proves true demand for feeding lambs will be increased accordingly.

Sheep receipts in Kansas City in August were 107,831, compared with 134,138 in the same month of last year, and were the smallest in any August since 1918. In the eight months this year receipts were 1,358,001, compared with 1,540,977 in the first eight months of 1931.

C. M. Pipkin.

## Omaha

THE August trade in sheep and lambs was devoid of much excitement. Outstanding features in the market were the lightest run for that month since 1909 and, in spite of that fact, the lowest prices in years. Not since 1904 have fat lambs sold so low during August as they did this year, nor have August quotations been equaled at any time since the fall of 1911, with the exception of the low point of last December on fed lambs.

During the first week prices slumped from a top of \$6.00 to \$5.25, thereby equaling the season's low. A new low mark was established on the 22nd, when top dropped to \$5.15. Closing top was \$5.50, uncovering a net loss of around 25 cents from the end of July. Bulk of all lambs sold during the month at \$5.00@5.50, with plainest westerns down to \$4.50.

Aside from opening rounds the market showed unusual stability. Fluctuations from week to week were within a quarter limit and during the second week prices failed to show any change whatever. Natives were fairly plentiful and, with those fed woolled and shorn lambs that

showed up, sold right along with the westerns.

The range run has been considerably slow to develop this year. That was the chief factor in the sharp curtailment in supplies, which numbered barely more than half the near-record of a year ago, for August, when range lambs were forced on the market prematurely by drouth.

Quality was better than a year ago but was disappointing in the light of earlier predictions of an abundance of choice westerns to come. Average quality was far from choice, there being a world of medium lambs confronting packers daily. Receipts toward the last of the period were running about 50-50 fats and feeders.

There was pretty good local inquiry for feeding lambs during the first two weeks and later on country interest picked up. Sellers were, therefore, able to hold the market on thin lambs pretty well in line all month, although some of the medium and in-between kinds closed a little below late July levels.

Difficulty in making financial arrangements still held farmer interest at a minimum last month, despite the fact that prices held up well. The situation has loosened up some lately, however, and a good many traders now predict that the low time has been witnessed. The corn belt, and particularly that section served by Omaha, is full of feed this year. Once the banker or, through him, government agencies give the word "go," it is fairly safe to say that there will not be enough lambs to go around. The general expectations are that there will not be nearly so many lambs available as a year ago, due to the short crop and the larger proportion of fat lambs in western flocks this year.

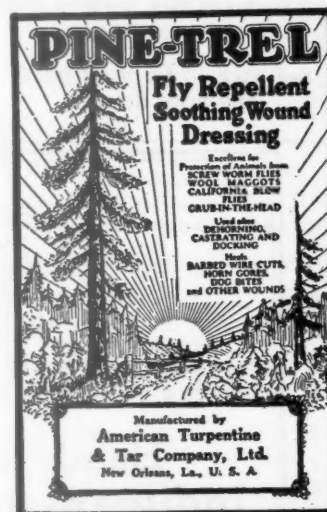
Feeder shipments from Omaha in August totaled only 83,000 head. This was a seasonal gain over July, but far less than half the movement of August, 1931, and the lightest for that month in years. It was mainly a \$4.00@4.50 market, with the best black-faces up to \$4.80 at

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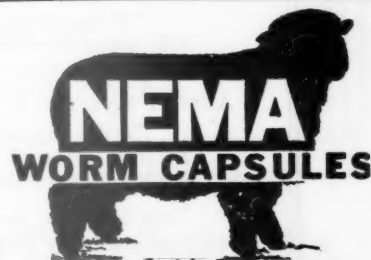
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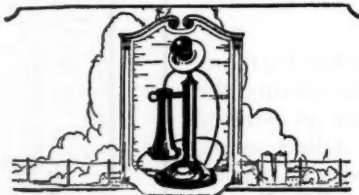
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Rooms With Bath, \$1.50 and Up

Rooms Without Bath, \$1.00 and Up

the high time, around midmonth. As a rule there was a 15@25 cent difference in prices paid for white-faces and black-faces of similar quality. Medium white-face lambs were hard to move at times, even down to \$3.50. Common pee-wees sold clear down to \$3.00 and below. Some strength was seen in aged sheep during August, although prices for old ewes failed to get far enough from record lows to attract more than a handful to market. Prices for fat ewes range from \$1.25 to \$2.00, it taking a handy weight to pass \$1.75. Odd lots of full-mouthed breeding ewes cashed at \$1.75@2.50, according to age and condition. Orders for yearling ewes exceeded supplies and in load lots they were nominally quotable up to at least \$3.50. Quite a few yearling wethers arrived from the range and sold downwards from \$4.25 in most instances.

K. H. Kittoe.

## Denver

LAMB prices at Denver at the close of August were around 25 to 35 cents lower than at the opening of the month. The market was well supplied throughout the month, receipts showing a considerable increase over the number received during the same month of 1931. This year 250,609 head were registered, compared to 164,326 head last year.

Heavy supplies came from Idaho, with liberal shipments from other of the western range states and late in August a good many lambs came to market from Colorado points. Quality was fair to good on the average, with several consignments of strictly choice Colorado lambs appearing late in the month.

Early in August best lambs were selling on this market around \$6. However, this price was maintained for only a few days late in July and during the early part of August. By the middle of the month values had dropped to around \$5.65, or on much the same level as they had been during most of July. By the close of the month, best lambs were sell-

ing at \$5.60, although there were times during August when prices were considerably below that figure for the top.

Feeder lambs were in fairly good demand throughout the month, with sales ranging mostly from \$4 to \$4.25 for fairly good lambs and choice lambs from \$4.35 to \$4.50. Ewes that were quoted up to \$2 at the beginning of the month were selling around \$1.50 to \$1.75 at the close. A fair grade of ewes is selling from \$1 to \$1.50 and the commoner kinds down to 75 cents a hundredweight.

The inquiry for feeder lambs is expected to be very fair this fall, although just how strong the feeders will go in buying supplies is not yet known. Reports of contracts for lambs in Wyoming at four cents a pound have been received during the past week.

W. N. Fulton.

### Lamb and the Railroad Menu Cards

THE railroads have always been very courteous in responding to suggestions or requests from lamb raisers' organizations that lamb be featured more prominently on their dining car and lunch room menus. Instances still arise, however, in which lamb is not only not featured, but even fails to make any kind of an appearance on a railroad menu. Such a one was recently found by an official of the National Wool Growers Association at the lunchroom operated by the Northern Pacific Railway Company at Butte, Montana. No mention, either in the a la carte and special plate lunches, or in the regular standing menu, was made of lamb.

The matter was called to the attention of the superintendent of the dining car department of the Northern Pacific Railway Company, and he promises, in his reply, to see that "lamb is featured on the special today slips as often as consistent and the next reprint of restaurant standard menus will list lamb."

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